

School for scandal reassembles after Whitsun excess

AS THE Ariane nosedived into Planet Earth yesterday, Rod Richards returned to the backbenches.

Popular or not, Mr Richards has guts. With Parliament reassembling after its Whitsun Recess it would have been tempting for the former Welsh minister, whose dalliance with a young lady had been exposed in the weekend's *News of the World*, to stay away. Instead, grinning, his teeth and doing his best to smile, he walked straight into the chamber. Mr Richards

timed his arrival for an un-spectacular moment during Environment Questions. The Environment Secretary being away in Turkey, the exchanges were marked by an unusual lucidity and there may be a case for stationing John Gummer permanently in Istanbul. Calm reigned as Richards encountered a discussion on rate-capping.

Avoiding the main doors, he slipped in from a side door at the back of the chamber and stood, accompanied by Graham Riddick (Colne Valley)

acting as bodyguard. Together they surveyed the scene. Mr Riddick had his share of media harassment when trapped by *The Sunday Times*, at first accepting (then rejecting) money offered to ask a Question.

The two of them sidled over to a quiet bench where Richards sat down beside former Welsh Secretary David Hunt, frozen-faced but as anxious not to show it as Hunt was to avoid looking like little Miss Muffet. Hunt chatted to him. No hatchet-faced Marxist

could match the Tory Party's sheer, visceral hatred of success within its own ranks. The Parliamentary Conservative Party is merciless towards any member whose career takes off, but extraordinarily warm to those who nose-dive. Tory MPs take as their guide Gore Vidal's maxim: "It is not enough to succeed: friends

must fail." When you do fail, a rain of manly, comforting pats to the shoulder begins to fall and sets in until your come to knuckle you again. Many reached out to pat Richards. Some of this is the MPs' sense of Christian mercy, but some is an offering at the shrine of whichever god-

dess hides their own sins, in hopes of her continuing favour. The charity poor Mr Richards can now expect at Westminster will be not unlike the covenants we make out to Cancer Relief, in the secret hope that we ourselves may be spared.

I looked around the Government benches as Environment Questions proceeded. Within a stone's throw of Rod Richards — or zoom-lens's reach — sat Richard Spring ("We expose three-in-a-bed sex session: Exclusive"). Hartley

Booth ("He only hugged me"); Michael Brown ("A kiss, a Whip — and a resignation"); Harry Greenway ("Tory MP on bribe charges"); Alan Duncan ("At least if I'd been someone I'd have been enjoying myself" — What a tricky B'stard!); Robert Hughes ("Minister got his Oates morning, noon and night"); and Jerry Hayes ("MP refuses to climb inside giant condom").

More than a quarter of the Tories present had been fingered by tabloid scandal-seek-

ing. Opposite sat Dennis Skinner ("The Beast of Legover? Arriving for PM's Questions was the Liberal Democrat Leader. It's Paddy Pants-down!").

From my seat I could not see whether Labour's George Galloway ("Gorgeous George: I bonked for Britain! My sex orgy — by MP") was there. Labour's Ron Brown ("Mystery of MP and naked girl in Commons") had of course been thrown out in 1992.

There but for the grace of God went I.

MATTHEW PARRIS
POLITICAL SKETCH

Mandatory life terms extended to Scotland

BY ANDREW PIERCE, POLITICAL CORRESPONDENT

MANDATORY life sentences for repeat sexual and violent offenders will be extended to Scotland, it was disclosed yesterday, triggering a new confrontation between the Government and the judiciary.

Michael Forsyth, the Scottish Secretary, has delighted the Tory Right, but angered Scotland's judges by failing to inform them first about the proposed U-turn.

Michael Howard, the Home Secretary, announced a similar policy for England at last year's Tory Party conference. But the Scottish Office rejected the idea at the time because Scottish judges have a discretionary power to impose life sentences.

Mr Forsyth said last night: "Discretionary life sentences are available to the courts but are rarely used. I intend to require the courts to impose these sentences, other than in the most exceptional circumstances, where the offender is convicted of a second offence involving serious violence or sexual assault."

The Scottish Secretary has reacted swiftly to public concern in Scotland at the murder of a 16-year-old schoolgirl, Mhairi Julian, by a serial sex attacker, Gavin McGuire, three weeks after he was released from prison.

McGuire, who has a long history of sexual offences, had been in remand in prison charged with assault and attempted rape and was released because Lord Mackay of Drumadoon, the Scottish Lord Advocate, decided that there was not enough evidence to prosecute. Three weeks later McGuire killed Mhairi

Julian. After the trial it emerged that McGuire had served two ten-year sentences for rape and attempted rape, had been freed early both times, and reoffended.

Mr Forsyth's sentencing proposal has outmanoeuvred the Labour Party, which was planning a protest delegation today to Scottish Lord Advocate. The policy will be contained in a forthcoming White Paper *Making Punishment Fit the Crime*.

The Scottish Law Society said yesterday they had not been consulted. "We cannot comment on changes to sentencing policy we heard about from the press."

Lord Hope, the Lord Justice-General, the most senior Scottish judge who has clashed repeatedly with Mr Forsyth over sentencing policy, also declined to be drawn.

Mr Forsyth said: "The judiciary is there to look at the evidence in court. It is for Parliament to decide the law. It is my job to put proposals before Parliament which meet public concern and take account of public opinion."

Judges have imposed life sentences on persistent sex offenders in only rare circumstances. Mr Forsyth said: "I had it mind before to leave sentencing to the discretion of the judiciary. But in the light of what has happened [in the Mhairi Julian case], the circumstances of this case, and the degree of public concern and anxiety over this case, I have reconsidered my position. I think it is the most effective way of ensuring something like this cannot happen again," he said.



The Prince of Wales yesterday with John Major and Mary Robinson, who hopes to emulate his scheme

Prince sets international example on inspiration for the young

BY ALAN HAMILTON

THE Prince of Wales yesterday called for voluntary community work to be made available to every 16-year-old. At a reception attended by John Major, Tony Blair, Paddy Ashdown and Mary Robinson, President of Ireland, he announced that his Prince's Trust Volunteers scheme would be taking another 25,000 young people a year by 2000.

The Prince had persuaded the party leaders to make a joint appearance to celebrate the 10,000th young person to graduate from the Prince's Trust Volunteers. The scheme, launched in 1990 to provide places on community projects for 16 to 25-year-olds, intends to increase its activities sixfold. The Prince told his audience at St James's Palace: "I

believe all young people, employed and unemployed, from every sort of background and culture, should have the opportunity to work in a team for a sustained period, serving their community. They will discover that to serve others is not only satisfying but is the very essence of a prosperous, civilised society."

The scheme has the support of all three party leaders. Mr Major said: "It is not what any of us takes out of our society that counts; it is what we put back into it. Voluntary action is vital for any healthy society and young people are the cornerstone of volunteering. The Prince's Trust Volunteers do much for their communities, but they also do something for themselves."

Expansion of the scheme will rely heavily on government support, as it funds the

places for unemployed youngsters. Volunteers join for 60 days, spend a week at an outdoor residential centre, and then form teams for community tasks including assisting in day care centres, refurbishing derelict properties, accompanying disabled people on holiday, and helping environmental projects.

The trust said that up to 70 per cent of those who joined the scheme while unemployed had found a job or a training place within three months of leaving. Almost three-quarters of managers who had released their employees to join a course had reported significant improvements in skills and attitudes on their return.

Mrs Robinson, who is on her first official visit to Britain, hopes to set up a similar scheme in Ireland. President Chirac of France is consider-

ing a scheme after the abolition of national service.

The Prince said: "Every country is concerned about the number of its young people who do not obtain from formal education the range of skills which are needed in a modern society. This is not just a problem for a tiny minority. As many as 20 per cent of our young people are not achieving what they need and in some areas of our nation the figure is yet higher."

Elizabeth Crowther-Hunt, director of the Prince's Trust Volunteers, said yesterday that the secret of its success was the mix of employed and unemployed young people. "In this respect, we are unique in the world," she said. In the run-up to 2000, the trust is aiming for a mix of one young employed person for every three unemployed.

Police question jailed murderer

BY GILLIAN BOWDITCH, SCOTLAND CORRESPONDENT

GAVIN MCGUIRE, who was sentenced to 30 years last week for the murder of a 16-year-old girl, faces questioning about another four murders.

McGuire, who has a history of serious sexual assaults, raped and killed Mhairi Julian of Kilmarnock after seizing her as she walked home from a pantomime last December. Yesterday Strathclyde Police said they would speak to him about Elaine Doyle, 16, of Greenock, who was killed in June 1986, and of Shona Steven, 31, who was killed in daylight in Ayrshire in November 1994. He was at large at the time of both killings.

Crown Office officials have also been asked to reopen the cases of Kay Wylie, 19, of Ayr, who was killed in 1984 and of Nancy Nicol, 18, of Kilmarnock, who was killed in 1985. Andrew Cameron, 30, was jailed for these two murders 11 years ago but his lawyer, Joe Beltrami, says there are strong similarities between the cases and that of Miss Julian.

He has written to Lord Mackay of Drumadoon, the Lord Advocate, asking for a new investigation with DNA testing. Yesterday the Crown

Office said it was considering Mr Beltrami's letter.

McGuire, 37, has convictions for sexual attacks dating back 20 years, including a rape in 1976 and an attempted rape in 1986. For each of these he received a ten-year sentence but was released early and attacked again.

Twenty days before he killed Miss Julian he was freed from jail, where he had been on remand awaiting trial for assault with intent to rape. The Crown Office had decided that there was insufficient evidence.

Yesterday Gordon Jackson, QC, who defended McGuire at his murder trial, said that had a proper investigation into the attempted rape been conducted by the Crown Office earlier the case could have gone ahead. Writing in *The Herald*, he blamed the prosecution system for an error that cost Miss Julian her life. He called for an urgent review of a service that was "demoralised and cracking under pressure".

The Crown Office said the decision to free McGuire last November was taken "on the basis of careful consideration of all the evidence".

Scientists forecast Alzheimer's treatment

BY JEREMY LAURANCE
HEALTH CORRESPONDENT

SCIENTISTS are on the threshold of developing treatments that could halve the prevalence of Alzheimer's disease and other dementias within a decade, experts predicted yesterday.

Pharmaceutical companies are pouring hundreds of millions of pounds into the search for new treatments for dementia and a series of recent discoveries has caused optimism among scientists.

Studies in the United States have shown that patients treated with anti-inflammatory drugs have a reduced risk of developing Alzheimer's. Professor Jim Edvardsson, of the Institute for the Health of the Elderly at Newcastle University, said: "If we could slow the onset of dementia by five years we will halve the number of people affected."

Within the next decade therapies would be appearing that slowed or arrested the disease. He was speaking at the launch of the Joint Centre on Ageing, a partnership between Manchester and Newcastle universities.

Senator to broker deal over terrorist weapons

BY ARTHUR LEATHLEY
POLITICAL CORRESPONDENT

THE pivotal role in trying to broker agreement on the handover of terrorist weapons will be played by Senator George Mitchell, an adviser to President Clinton.

British and Irish ministers are poised to announce that Senator Mitchell, who drew up the principles behind next week's all-party Northern Ireland talks, will take charge of the crucial issue of decommissioning.

However, his precise role in the wider political talks remains one of the causes of wrangling between London and Dublin. Differences over the timetable for decommissioning also forced John Major and John Bruton, the Irish Prime Minister, to become involved yesterday to break the deadlock.

Talks between Sir Patrick Mayhew, the Northern Ireland Secretary, and Dick Spring, the Irish Deputy Prime Minister, broke up yesterday morning as the two ministers were forced to consult their leaders.

Mr Major and Mr Bruton are to have urgent talks by telephone to resolve the details of Senator Mitchell's involve-



Mitchell: to take charge of decommissioning

ment, which will anger Unionist politicians who accuse him of favouring nationalist demands.

It is likely that Senator Mitchell will be joined in chairing the various parts of the talks by General John de Chastelain and Harry Holkeri, his colleagues on the Mitchell Commission that set out principles of non-violence to which all parties must agree at the start of the talks.

London and Dublin have also to agree plans to set a timetable for the destruction of weapons. Britain is anxious to appease Unionists by making clear that the IRA will have to agree to the handing over of its

weapons by the time substantive negotiations begin, probably in September. However, Irish ministers have made clear the dangers of locking Sinn Féin into a specific timetable.

The two Governments remained united in their insistence that Sinn Féin will be allowed into the talks only when the IRA declares a ceasefire. After a senior IRA figure said that the chance of a ceasefire before the talks was "extremely remote", ministers underlined their insistence by excluding Sinn Féin from the invitation list for Monday's talks in Belfast.

Opposition to Senator Mitchell was underlined by The Rev Ian Paisley, leader of the Democratic Unionists, who left a meeting with Mr Major denouncing Senator Mitchell as "a crony of Gerry Adams" and claimed that the two Governments would try to "steamroller through" the appointment at next Monday's opening talks.

Mr Paisley said: "I think they are deliberately trying to hijack the negotiating body. That is totally unacceptable to me. I am sure it will be totally unacceptable to the vast majority of unionists in Northern Ireland."

NEWS IN BRIEF

Labour pledges to halt defence cuts

Labour is to guarantee that there will be no more defence cuts if it wins power, according to a policy document to be published in a fortnight. The party's proposed defence and foreign policy strategy, *Britain in the World*, will also make it clear that a Labour Government would oppose any move towards creating a European army.

Serving and retired officers are understood to have helped Labour devise its defence strategy, due to be announced on June 19. The main planks of Labour's defence policy will include confirmation of a strategic defence review within six months of gaining office, retention of the four-boat Trident ballistic missile force and a pledge to relieve the overstress suffered by the three services, particularly the Army.

Windfall tax considered

The Treasury is considering a windfall tax on the privatised water, gas and electricity companies, which could fund a one-off income tax cut of more than 3p in the pound. There is backbench pressure to introduce the tax this autumn and some MPs are privately calling for it to be extended to the National Lottery. The CBI and the Institute of Directors oppose the move, saying it would hit present shareholders rather than those who benefited at the time of privatisation.

Man dies from CJD

A 29-year-old man, thought to be suffering from the new strain of Creutzfeldt-Jakob disease affecting young people, has died after five months of illness. Barry Baker, a self-employed woodcutter and father of two, died in the William Harvey Hospital, Ashford, Kent. Mr Baker, of High Halden, near Tenterden, is one of three cases of suspected CJD found in the Ashford area, although his is the only one so far confirmed. *Brussels pressure, page 14*

Divorce Bill ultimatum

Labour delivered an ultimatum to the Government yesterday over its divorce law reforms saying that it would scupper the Bill unless the Government accepted a series of amendments. There were growing signs last night that the party's position was hardening against the Bill as it emerged that all Labour MPs on the standing committee scrutinising the Family Law Bill had decided they could not support it at the third reading on June 17.

MPs back pet passports

Plans to scrap quarantine laws in favour of a new passport system for pets were backed by MPs in the Commons. Under the system, pets could travel to Britain from approved European rabies-free countries only if they had certificates showing up-to-date vaccination details. They would carry microchip identity tags in their necks. Six-month quarantine controls would remain for pets from Asia and the Far East, where rabies is more prevalent.

Netanyahu invitation

The Prime Minister announced yesterday that he has invited Benjamin Netanyahu, the new Israeli Prime Minister, to visit Britain. Mr Major told the Commons that he had congratulated Mr Netanyahu on his victory and welcomed his declared intention of continuing the peace process. Mr Major held talks yesterday with Yasser Arafat and later contacted the Israeli Prime Minister to underline Britain's commitment to help to find peace in the region.

Needle baby payout

Ben Jones, the baby who was discharged from Treliske Hospital in Cornwall with a hypodermic needle in his body was awarded an undisclosed sum in damages yesterday at Truro County Court. The settlement, believed to be several thousand pounds, has been invested by the court and will come to Ben on his 18th birthday. Ben was born on Christmas Day last year and his mother discovered a hypodermic needle sticking out of his back on January 18.

Ex-lover killed woman

A woman was shot dead by a former boyfriend, who was distraught that she had ditched him, police said yesterday. Nicola Mattock, 23, of Camberley, Surrey, was killed in her car outside nearby Frimley railway station. Seconds later, he used the shotgun on himself in the passenger seat. Both were found dead in the white Ford Orion. The man is thought to have travelled on the train from London with the gun hidden in his coat. Inquests are to be held.

Euro 96 ticket writ

David Dryer Sports Tours has issued a writ for damages against the Football Association alleging that it failed to provide promised tickets for the European championship, which starts on Saturday. The company was among those raided by the police on April 30, and David Dryer, 59, of Chigwell, Essex, was subsequently charged with ticket touting. He is to appear at Bow Street on June 10. *Fans arrested, page 5*

Airport delays forecast

Delays are expected at Irish airports after 800 Aer Lingus cabin crew workers began a work-to-rule yesterday. They are protesting at Delta Airline staff being introduced on flights from Dublin and Shannon to New York. A union official said the action would continue for the rest of the week. Aer Lingus said that yesterday's flights to and from Ireland had not so far been affected by the dispute.

Tyne tunnel plea

Work on an £80 million road tunnel under the Tyne could begin in 2001 if the Government helps with the cost of pushing an enabling Bill through Parliament. South Tyneside council said yesterday. The tunnel between Jarrow and Howdon has been proposed by a consortium of local authorities and public bodies, to ease jams in the current A19 tunnel.

Study for a BA or BSc degree

The Open University

01908 85 86 87

University education and training open to all adults

Boat found empty after jet picks up SOS signal

Record breaking solo rower is feared dead

BY LIN JENKINS

A BRITISH rower whose passion for marathon voyages brought him two world records is presumed to have died on his heroic fourth attempt to row across the North Pacific singlehanded.

Rescue teams found Peter Bird's £32,000 purpose-built boat *Sector II* after a distress signal was picked up by a passenger aircraft. There was no sign of the 49-year-old.

Mr Bird, 49, began the 6,000-mile trip from Vostochny, near Vladivostok on the Russian Federation eastern seaboard, to San Francisco on the west coast of the United States 39 days ago.

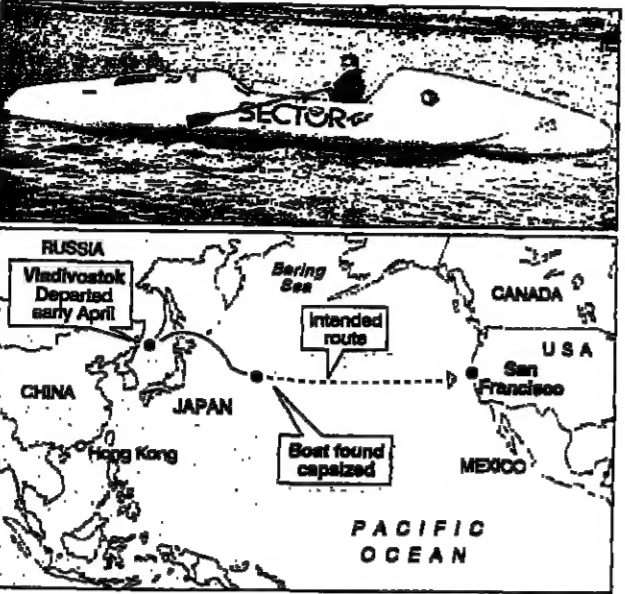
His 29ft boat was found by the Singapore-registered cargo ship *Westward Halla*, which was last night heading for Seattle with *Sector II* on board. A signal from an emergency beacon was picked up from a position about 1,100 miles east of Japan on Monday afternoon, according to the maritime safety agency in Tokyo. It had been received by a member of the crew of a United Airlines passenger jet who had been carrying out routine monitoring of the emergency frequency. The information was passed to the rescue co-ordination centre in San Francisco.

Friends and family monitoring Mr Bird's journey feared the worst. They believe that he fell or was washed overboard because the beacon which transmitted the SOS signal was attached to his body, not the boat. Tracking systems on the boat continued to transmit its position automatically. Last night friends and family were at a loss to understand what might have happened, but an official of the Japanese maritime agency said the seas had been rough in the area at the time.

Mr Bird's girlfriend, Polly Wickham, an artist, who lives with her son Louis, 5, in Fulham, southwest London, spoke to him on Friday by radio, when he "seemed fine".



Peter Bird and Polly Wickham after he broke his solo rowing record. Below, his boat, found empty



"I do not want to think about it," she said. "I cannot think about it. It is just too terrible."

Kenneth Crutchlow, a friend who helped to organise and fund sponsorship for this and previous endeavours by Mr Bird, said: "We are living in hope and trying to deal with the facts as they present themselves, but we have to be realistic. He had somehow become separated from the boat, so that raises questions. The design of the boat was the best, using space-age materials and computer design."

There was nothing frivolous about it at all," he said.

Mr Bird had survived the perils of long solo trips before: cyclones, ship wrecks, sharks, the unwelcome attentions of whales and the endless days of isolation. He said after one trip that he questioned himself constantly over why he risked his life. "It nagged and nagged at me for months as I rowed along," he said. "It haunted me. I invented all sorts of answers but none of them was honest." In the end he decided the truth was simple. "I need

to have an adventure in my life."

A photographer by training, he entered the record book in 1982 when he rowed across the South Pacific from San Francisco to Australia. After 294 days he crashed into the Great Barrier Reef and was rescued by the Australian Navy.

He also had the distinction of having spent more time alone in a rowing boat than any other person and, on August 8, would have spent 1,000 days rowing solo at sea. "Peter was doing what he loved. He was passionate about it. He wanted to be the first man to row the Pacific both ways. It was his dream," Mr Crutchlow said.

Mr Bird admitted his biggest fear was falling overboard, or "doing a Maxwell" as he put it, and not being able to catch up with the boat. However, a safety harness was permanently strapped to his chest and attached to the boat.

He anticipated the journey would take about six months with him rowing 20 strokes a minute for eight hours a day with a break of three minutes at the end of each hour and additional meal breaks.

His first voyage was with a friend in 1974 from Gibraltar to St Lucia in the Caribbean, which took 106 days. His first solo attempt at the South Pacific ended when the boat smashed on the Hawaiian island of Maui after 97 days.

This latest trip was sponsored by the Italian watch company Sector, enabling him to commission a £32,000 boat from Nic Bailey, an architect who turned to boats after designing his own trimaran MTC and winning his class in a race across the Atlantic in 1988.

To build it he returned to first principles and studied the Viking longships. The resulting glass-fibre-coated timber vessel, shaped like a lozenge, had fresh-water ballast tanks designed to make it self-righting. It was found overturned.



The Princess of Wales leaving Heathrow en route to Chicago yesterday

Princess whips up frenzy in windy city

FROM QUENTIN LETTS
IN CHICAGO

THE Princess of Wales arrived in Chicago last night for a flying visit to the "windy city". Mindful of local meteorological conditions, she packed straight skirts and no broad-rimmed hats.

The two-day trip has created a sensation in America's second city. Chicagoans are fascinated by two questions. First: who will have the first dance with her at a gala dinner tonight? Candidates include Phil Donahue, the television personality, and Gene Wilder, the comic actor.

Second: will the Princess have time to look in on the "miracle mile", a smart stretch of East Lake Shore where ambitious divorcees have traditionally come to find fresh mates? Michael Saeed, a social commentator, said: "The Princess would fit right in, though she might find some of the guys a little mouldy."

Social climbers have paid up to \$50,000 (£33,000) for tickets to the charity dinner. Renee Crown, a prominent hostess, said: "I've been raising funds for 35 years and this is the most incredible reaction I have ever seen." Ann Landers, the country's most experienced agony aunt, was said to be having her hair done specially.

Sugar Rautbord, another party veteran, said: "Chicago is all undone. People think that unless they pay homage to the Princess the grain won't come this summer."

Gym equipment has been installed in the Princess's suite at the Drake hotel, in contrast to the ashtrays and cigarettes ordered by Princess Margaret when she was last passing through.

This city likes the royals, and is determined to give the Princess a noisy welcome. They still talk of the excitement in 1959, when the Queen visited and lost a filling. A local dentist, Norman Olson, saved the day, and thereafter never wanted for clients.

Navy pilots broke flight rule before fatal crash

TWO Royal Navy helicopter pilots died when they broke military rules during a low-flying exercise and crashed into a 50th-high power line.

Lieutenant Timothy Gay, 29, and Sub-Lieutenant Guy Chapman, 25, were at half the regulation minimum height when they hit the 11,000-volt cable in the Wyke Valley, an inquest at Abergavenny, Gwent, was told yesterday.

The Gazelle helicopter came down in a field and caught fire. Lieutenant Gay, a pilot instructor, was thrown clear, still strapped in his seat. He died from multiple injuries despite efforts by workers from a nearby quarry to save him. Sub-Lieutenant Chapman, a trainee pilot, was trapped in the helicopter and burnt to death.

The two men, both bachelors, were flying from RAF Shawbury in Shropshire to their Royal Navy base at Culdrose in Cornwall. The inquest was told that although visibility was good the men would not have seen the cable strung across the river. The copper wire had turned green and would have merged into the background.

Commander Euan McNare of the Royal Navy said it had not been possible to determine who was flying the dual-controlled helicopter.

The inquest jury returned verdicts of accidental death.

Minister's daughter waits as fiancé gets life for rape

BY BILL FROST

A DOUBLE-RAPIST who gave himself up to police after falling in love with a clergyman's daughter was jailed for life yesterday, as his fiancée said that she would wait for him.

A family friend of Victoria Saunders, 20, said she still hoped to marry Leslie Malcolm, 31. When their romance deepened, he had confessed to her and her father that he had raped a pregnant teenager whom he dragged from a bus stop at knife-point.

Malcolm had been released from a 10-year sentence for rape only months earlier. Yesterday at the Old Bailey, Judge Pearlman said he would serve at least 10 more before even being considered for parole, and that he was still a danger to women. She added: "In my judgment, you are likely to commit such an offence again."

His second rape had a "devastating effect" on the victim. Psychiatric reports stated that Malcolm was "still at risk of reoffending when not in a sexual relationship or when feeling rejected".

His "full dangerousness" could not be assessed as his victims had not struggled. That was hardly surprising as he had threatened both with a knife, the judge said. It was necessary to make an order that Malcolm would not be released until the authorities deemed him no longer a

danger to the public at large. The judge recommended that he should be considered for Grendon Prison, Buckinghamshire, where there were special programmes for sex offenders.

Miss Saunders's father, the Rev John Saunders, is minister at the Lordship Lane Baptist Church in Dulwich, southeast London. Outside court, Malcolm's counsel, Michael West, QC, said that Mr Saunders and his daughter had wanted to give evidence in mitigation "but I felt they had gone through enough, the family had been damaged enough already".

The minister had told the lawyer that he "admired Malcolm's courage in coming forward" and described his daughter's fiancé as "a very nice man whose courage has impressed me".

Mr Saunders said: "I'm very disappointed for them - both him and my daughter. He behaved like a very honourable man and said before he could marry my daughter he had to tell the truth."

Malcolm, 31, was released from prison in June 1993, after his sentence for raping a girl at knife-point.

The bus-stop rape of an 18-year-old took place that September. He was never caught but, after agonising over his violent past and his hopes for a future with Miss Saunders, he confessed to his fiancée

and her father last January, saying he could no longer live with the knowledge of his crime.

Later yesterday, Mr Saunders turned reporters away from his door.

A neighbour on the quiet suburban street in Dulwich described the Saunders family as "very happy and very well-liked locally". He said that Victoria, a petite, dark and attractive young woman, was the apple of her parents' eyes. He knew nothing of her relationship with Malcolm.

In a letter to the trial judge, Miss Saunders said of her fiancé: "I trusted him totally. He knew I wanted to get married."

"We became engaged and it was then he realised he had to speak to the police."

Malcolm has a string of convictions for petty and more serious crimes. When he came to his decision, his mood was "very emotional".

He was a "broken man" because everything he hoped for and dreamt of was slipping from his grasp.

Outside the court, a police source said that Malcolm had given himself up knowing that detectives were about to conduct a routine DNA test on him after he was arrested for possessing a knife.

He knew he was in danger of detection and that might have prompted his confession, it was said.

Rival gang ambushed 'armed robbers'

TWO armed men who had robbed a supermarket were shot in the head by another gang who made off with the money, the Old Bailey was told yesterday.

As they reached their car, Colin Meek, 26, and Gary Mullins, 25, were shot by four men who had been waiting for hours to rob Cullens in Islington, north London. Alan Jones, QC, for the prosecution, said. Minutes earlier, Meek and Mullins, armed with a CS gas canister and a sawn-off shotgun, sprayed shopworkers, forced them to open the safe and stole £7,000.

Police responding to a silent alarm across the street arrived to see three men from the other gang with bags containing the cash, and gave chase. More police arrived to find Meek and Mullins slumped in their stolen Metro, bleeding and still wearing balaclavas.

Mullins, who was paralysed by a shot to the back of his head, is still in hospital; the Crown Prosecution Service decided it was not in the public interest to prosecute him.

Meek, of Leyton, east London, who recovered well, denies robbery and possessing a firearm with intent. The court heard that, at the Old Bailey last year, three men were jailed for attempted murder, conspiracy to rob Cullens and robbing Meek and Mullins. The trial continues.



LONDON. OLD BOND STREET 34/36

Pagan prisoner finds his faith behind bars

BY PAUL WILKINSON



Philip Heslton prepares to visit a fellow pagan

PAGAN worship has been added to the religions that prisoners are permitted to follow in jail. Under an agreement with the Pagan Federation, which has 5,000 members, the Home Office has accepted paganism as a genuine faith.

The agreement was reached after a request from a prisoner at Everthorpe jail, near Hull, to see a pagan religious leader. The first visit by Philip Heslton, a leading author on the subject, took place last month.

Mr Heslton, 50, a conservation officer with Hull City Council, now carries out regular 90-minute sessions with the prisoner in a room attached to the Church of Eng-

land chapel at the category C jail. Unfortunately, the confines of a modern jail are not best suited for the practice of a faith that draws strongly on nature and the outside world.

Mr Heslton said: "Pagans are concerned with nature and the countryside and the rituals take place in nature. This sort of worship is impossible for someone in prison and it makes their stay inside that much more difficult. He has not shown any indication that he wants to mark any celebrations with a ritual service. We mainly sit and talk."

As well as the four solstices, pagans celebrate Imbolc, when the lambs first appear, Beltane, known as May Day,

Lammas, the first harvest, and Samhain, better known as Halloween. Followers worship old Celtic deities such as Ceridwen, the goddess of inspiration, who is being especially helpful to the Everthorpe inmate.

"Ceridwen gives him hope for the future while he is inside," Mr Heslton said. "I believe our way of going about things is the natural, straightforward approach to our relationship with the Earth," he added.

A Prison Service spokesman said: "Paganism is a recognised religion and is quite above board. The only ones we don't recognise are Scientology, Black Muslims and Rastafarianism."

سبحان من الأصل

SECOND-HAND TOBACCO SMOKE IN PERSPECTIVE

What risks do you take?

Almost every day, it seems that one thing or another has been discovered to be some kind of health risk.

In one scientific study, even drinking ordinary chlorinated water was linked to cancer.

But as common sense suggests (and scientists confirm) not everything described statistically as a risk is a meaningful risk.

For example, lots of people have been persuaded that second-hand tobacco smoke is harmful.

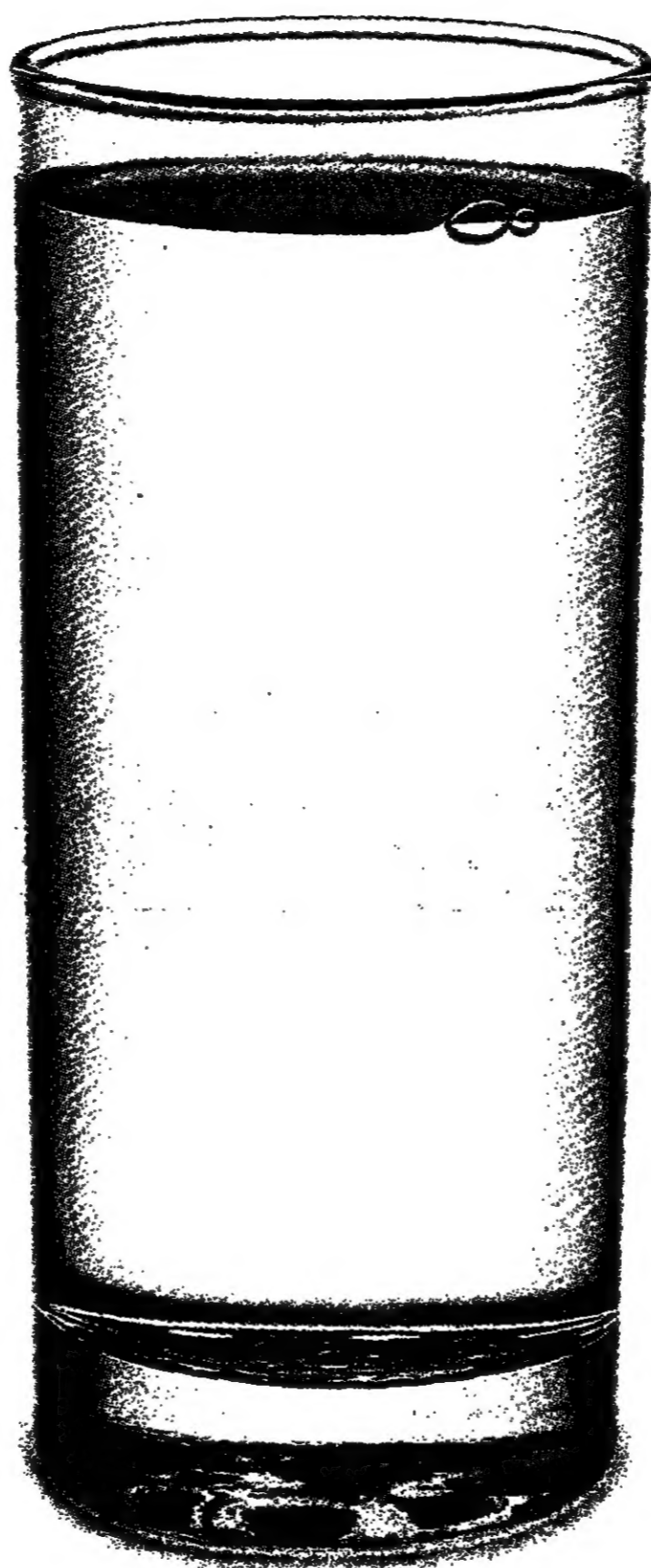
Not surprising, perhaps.

After all, we recognise that smoking itself is a risk factor for certain human diseases and that some people find second-hand tobacco smoke unappealing and unpleasant.

But what about second-hand tobacco smoke? Is it really a meaningful health risk to people who've chosen not to smoke?

Not, we think, if you look at the evidence.

The United States Environmental Protection Agency recently conducted a major review of studies on the risks of second-hand tobacco smoke to non-smokers. These studies typically involve non-smokers living with smokers over a long period, such as 20 years.



And this review put the risk of lung cancer from second-hand tobacco smoke at a level well below the risk reported by other studies for many everyday items and activities.

And below, in fact, the risk to health that one other study reported for drinking chlorinated water.

As the table below shows, many everyday activities have been statistically associated at one time or another with apparent risks to health.

But reputable scientists say that weak associations aren't necessarily meaningful.

So there's no big campaign to persuade you to stop drinking chlorinated water.

Nor is there any sound justification for a campaign against second-hand tobacco smoke.

If you'd like to decide for yourself, please write to us at Philip Morris Europe S.A., c/o P.O. Box 107, 1000 AC Amsterdam, The Netherlands or fax us on 00 31 20 671 98 89.

We'll send you the evidence about second-hand smoke.

We believe you'll find the case convincing.

Associated with
additional risk

Weak
association
with risk

Associated with
reduced risk

Everyday Activities	Reported Relative Risk*	Reported Health Effect	Scientific Study Reference
Diet highest in saturated fat	6.14	Lung cancer	Journal of the National Cancer Institute, Vol. 85, p.1906 (1993)
Non-vegetarian v vegetarian diet	3.08	Heart disease	American Journal of Clinical Nutrition, Vol. 31, p. S191 (1978)
Frequently cooking with rapeseed oil	2.80	Lung cancer	International Journal of Cancer, Vol. 40, p. 604 (1987)
Drinking 1-2 glasses of whole milk per day	1.62	Lung cancer	International Journal of Cancer, Vol. 43, p. 608 (1989)
Eating one biscuit a day	1.49	Heart disease	Lancet, Vol. 341, p. 581 (1993)
Drinking chlorinated water	1.38	Rectal cancer	American Journal of Public Health, Vol. 82, p. 955 (1992)
Eating pepper frequently	1.30	Mortality	American Journal of Epidemiology, Vol. 119, p. 775 (1984)
Exposure to second-hand tobacco smoke	1.19	Lung cancer	U.S. Environmental Protection Agency (1992)
High vegetable diet	0.37	Lung cancer	International Journal of Epidemiology, Vol. 25, Suppl. 1, p. 32 (1996)
High fruit diet	0.31	Lung cancer	American Journal of Epidemiology, Vol. 133, p. 683 (1991)

*Relative risk measures how much consuming, or being exposed to something, raises or lowers risk.

Philip Morris Europe S.A.

Second-hand tobacco smoke. Let's keep a sense of perspective.

THE TIMES WEDNESDAY
Football
arrest
deter
at Eur

Revealed
what an i
is really

THE first
one of the
the night
have been
leading
quizzed
to be a
quite a
name
The
America
12 Mar
TV adap
Thaw
maned
ers of
the chie
blowin
ing the
eleven
one
More
Non
just call
ended by
Deor
name in
last page
has book
neighbour
fisher by N
senior
intimate
answer, he
"We are
cy," said
Italian
"When G
ing the
turned to
name, but
the subject
ation He
would reveal
At the be
very
nids on the



D-Day show goes
after FO pays

552 من الأصل

Football fans arrested to deter thugs at Euro 96

By ADRIAN LEE

POLICE raided homes in Manchester, London and Essex early yesterday to arrest suspected football hooligans before the European championship. Weapons, including a sword, and match tickets for England fixtures were seized.

Organisers of Operation Take-Off said they were determined to dissuade those intent on causing trouble at the tournament, which starts at Wembley on Saturday. The raids in the London area followed violence at a match last season, between Arsenal and Tottenham Hotspur, in which closed-circuit television cameras recorded men fighting and throwing missiles.

A two-month exercise identified seven suspects whose homes were raided by a total of 50 officers, supported by police dogs. Police also issued photographs of another six men who were allegedly involved in the violence. Yesterday evening one reported to a north London police station after the photographs were shown on television. The pictures will be sent to every ground staging games in the 16-nation tournament.

In Manchester eight houses were raided and one man

arrested. Officers in Oldham arrested three suspected members of the extreme right-wing group Combat 18 in a separate operation that had been planned for three months. Detectives said the suspects' involvement in violence planned for Euro 96 could not be discounted.

Detective Chief Inspector David Crompton, who led the southeast operation, said: "We want to send out a strong message to the football hooligan fraternity that this sort of violence will not be tolerated. Operations will continue long after the European championship. We know from intelligence gathering that some of these people are hell-bent on going to Euro 96 games."

Police will ask magistrates to impose conditions banning the suspects, whose ages range from 18 to 41, from attending the tournament. Four of the six arrested were in a section of the ground occupied by Tottenham fans, two were sitting in seats allocated to Arsenal. A seventh man was not at home when police arrived at houses, mainly in north London, at 5.15am.

Three knives, a bayonet, a sword, fireworks and a combined knuckleduster and knife



A Metropolitan Police officer in Operation Take-off leads away a supporter arrested early yesterday at his home near the Arsenal stadium in north London

were discovered. The ten tickets for England matches were found at the home of a suspect. He had bought them in his own name. Checks will be made to determine whether the man should have been allowed to buy tickets.

One man was roused from his bed. Banned by seven officers entering his bedroom, he asked: "Is this serious? Am I being classed as a hooligan? I only go down Arsenal. I don't watch England. I don't fight at football." Police recovered a knife and fireworks from a

cupboard and a knuckleduster from another bedroom. At a house in Rainham, Essex, they seized a bayonet, a sword and a knife. The occupier said he collected antique weapons.

Fourteen officers, some with dogs, were sent to detain a suspect. At another house police seized £650 from a man registered as unemployed. His latest monthly mobile telephone bill was £281.

The arrests followed Northumbria Police's Operation Harvest, in which about 20

people were arrested last month after police identified suspects from closed-circuit television footage of soccer-related violence in Newcastle. Weapons including imitation handguns, knives, ammunition, baseball bats and machetes were seized.

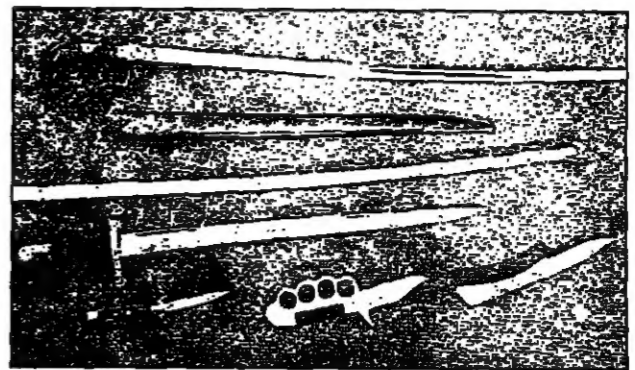
Police appealed for anyone who recognised the six unidentified hooligans to contact the Euro 96 Intelligence Unit on 0171-230 9834.

Manor Park Primary School, yards from Villa Park, Birmingham, will close on

June 10, 13 and 18, when Euro 96 games will be played at the stadium. Eileen Dodd, head teacher, said the safety of her 400 pupils was paramount. The closure will allow the Swiss to hold official receptions in the school grounds before their fixtures, which kick off at 7.30pm.

□ The Scottish squad's kit, stolen from a van outside the team hotel in Warwickshire on Monday, has been tracked by a police dog and recovered.

Letters, page 19



Weapons seized when suspects were arrested

Revealed at last: what an inspector is really called

By RUSSELL JENKINS

THE final scene is looming in one of Britain's greatest detective mysteries. All the clues have been examined, all the leading suspects have been quizzed. At last, there is going to be an answer to the vital question: just what is the first name of Inspector Morse?

The problem has puzzled armchair detectives through 12 Morse novels and hours of TV adaptations starring John Thaw. As the great high-minded detective solved matters of life and death among the Oxford elite, some of his followers were busier following their own line of inquiries, even suggesting that the elusive name was buried in Morse code in the theme tune.

Now the puzzle of the man just called Morse is to be ended by his creator, Colin Dexter, who has given the name in the last words on the last page of what may be the last book, *Death is Now My Neighbour* due to be published by Macmillan in September. A close circle of intimates already know the answer, but no one is talking.

"We are all sworn to secrecy," said Antonia Bailey, Macmillan's publicity manager. "When Colin first started writing the books, it never occurred to him to give a first name, but it swiftly became the subject of enormous fascination. He has always said he would reveal it eventually."

At the height of the controversy, bookmakers offered odds on the answer, but called

a halt after Mr Dexter joked that he intended to make a financial killing.

The real clues have been limited. In one programme, *The Wench is Dead*, Morse was shown lying injured in a hospital bed and his medical progress chart stated his name as E. Morse. The most popular guesses have been Ernest and Enoch, but some feel it needs to be something really embarrassing for the sensitive, music-loving inspector to want to keep it from his patient sidekick, Lewis.

In an earlier episode, it was revealed that his university nickname was "Pagan". His dour character is known to have been formed by two early events — the death of his mother when he was 15, and a failed student romance. Other character clues are a liking for Wagner, Vermeer, Dickens, Flowers' real ale and malt whisky. He also reads *The Times*, of course.

Another one-off TV special, *Daughters of Cain*, is due to be filmed for Carlton this autumn starring, once again, Thaw and Kevin Whately. Mr Dexter was willing to talk about Morse's love of beer in a recent interview with the beer-drinkers' magazine, *The Hoghead*. He said: "Anybody who writes a work of fiction makes it semi-autobiographical. I love to see a landlord who takes a pride in pulling a pint."

And, maybe, an author who takes a pride in pulling legs.



Thaw and Dexter: bookmakers once offered odds

D-Day show goes on after FO pays band

THE Foreign Office has agreed to pay for a military band at a royal commemorative ceremony in Normandy tomorrow after the Ministry of Defence told D-Day veterans that they must pay the £1,000 from their own funds.

The Normandy Veterans' Association had wanted the band of the Army Air Corps to play at the ceremony to unveil a £20,000 bronze statue of Field Marshal Montgomery.

The statue, a gift from the association to the beach-head village of Colleville-Montgomery near Caen, is to be un-

veiled by Prince Michael of Kent on the 52nd anniversary of D-Day. The ceremony, preceded by a remembrance service at Bayeux military cemetery, has been planned for months in the village, which changed its name from Colleville-sur-Orne in 1946 in honour of its wartime liberator.

But to the veterans' dismay, the Defence Ministry insisted that the association must pay the fares of the 32 band members. An army spokesman said transport had to be paid for because the engagement was a charity event.

NEWS IN BRIEF

Freemasons cleared of malpractice

The Freemasons have been cleared of maladministration on a district council after a year-long investigation by the Local Government Ombudsman. His report, to be published today, has found that masons who served as councillors on Medina council did not misuse their position to push through planning applications. The council was merged into the new Isle of Wight authority last year and no longer exists.

Arson escalates

Police are hunting an arsonist who has started 16 fires in Wyboston, Bedfordshire, since Christmas. The fire-raiser hit rubbish skips and derelict buildings until last week, when £500,000 of damage was caused to a McDonald's on the A1.

M&S wins case

Rosemary Hoffman, 51, who said Marks & Spencer had discriminated against her by refusing to consider her for a job as a food technologist because she could not eat pork or shellfish, lost her tribunal case in Bedford.

Fashion, page 17

Cameras blinded

Bags of blue paint have been thrown at speed-trap cameras in west London. The last of four incidents happened on the A316 in Chiswick. Police believe a vengeful motorist may be responsible for the damage to the lenses of the £20,000 cameras.

Squires recovers

Dorothy Squires, the singer, has been released from hospital in a wheelchair after a suspected heart attack. Miss Squires, 81, left the Bupa hospital in Cardiff accompanied by friends after being admitted last week.

Libel payout

The former leader of Derbyshire County Council, David Bookbinder, accepted undisclosed libel damages at the High Court from *The Sunday Times* over allegations about his links with the media tycoon Owen Oyston.

Cuttlefish hope

Falling pollution in the North Sea is believed to be responsible for 2ft-long cuttlefish appearing off East Anglia. The native cephalopods, related to octopus and squid, feed on crustaceans which need clean waters.

Wine has a kick

The Lamberhurst Vineyard in Kent has named a wine after Eric Cantona, the French Manchester United footballer. Chateau Eric, described as a "gutsy red", will go on sale at Tesco next month at £4.99 a bottle.

GET MOVING ON OUR RANGE OF MORTGAGES.

Abbey National's range of mortgages can really help you to get moving. The choice for Home Movers includes:

- A Fixed Rate of 6.25% **6.5% APR** until 31st August 1998 plus 2% Cashback of up to £4000.
- A Variable Rate mortgage with a discount of 2% until 31st August 1998 combined with a 2% Cashback of up to £4000.
- Or a 5% Cashback of up to £6000 with our Standard Variable Rate mortgage.

If you are an existing mortgage customer moving home we also have special offers just for you.

For more information please talk to one of our experienced mortgage advisors at your nearest branch, or phone us free on 0800 100 800, Monday to Friday 8.00am to 9.00pm or Saturday 8.00am to 4.00pm, quoting reference A403B.



<http://www.abbeynational.co.uk>



MORTGAGES

YOUR HOME IS AT RISK IF YOU DO NOT KEEP UP REPAYMENTS ON A MORTGAGE OR OTHER LOAN SECURED ON IT.

For your security and to assist us in improving our service to you we may record or monitor all calls to Abbey National Direct. The above 6.25% Fixed Rate or 2% Discount each combined with a 2% Cashback are available to customers moving home who do not currently have a mortgage with Abbey National and where their deposit exceeds 40%. Other packages available depend on customer status, size of deposit and term over which the special offer relates. See us branch for details. For the above fixed rate there is a non-refundable booking fee of £250 and completion must take place by 30.10.96. Completion for the above discount variable rate and 5% cashback must take place by 27.12.96. All offers are subject to availability and may be withdrawn at any time. As a condition of the fixed rate, the mortgage must remain at the standard variable rate for the period of 1.9.98 to 31.8.2002. If you switch from the fixed rate before the end of the fixed period or switch from the standard variable rate that will apply after the fixed period, or make capital repayments (except normal monthly payments on a repayment mortgage) before 31.8.2002, a charge of 180 days gross interest at the fixed rate on the amount transferred or repaid will be payable. Discount Variable Rate mortgage: Typical example for a 2% discount on our Standard Variable Rate mortgage currently 7.29% **7.29% APR** until 31.8.98; a couple (male and female) who currently do not have a mortgage with Abbey National, non-smokers, aged 29, applying for an endowment mortgage of £40,000 on a purchase price of £70,000 secured over 25 years, 300 monthly interest payments of £156.49 net of tax relief, plus the final repayment of £40,000 capital, 300 monthly endowment premiums £58.22. Total amount payable £93,275.49 includes £175 inspection fee, £55 deeds handling fee charged on redemption, £117.50 legal fees and accrued interest of £28.99 assuming completion on 27.12.96. Example calculated at 5.25% for the full mortgage term **5.25% APR**. No account has been taken of any change in interest rates. In this example from 1.9.98 our standard variable rate will apply, which is likely to result in an increase in your monthly repayments. A charge equivalent to the discount received will be made if the mortgage is redeemed, converted from variable rate terms or a capital repayment (except normal monthly repayments on a repayment mortgage) is made before 31.8.2002. In addition to the charge applying to the discount or fixed rate package a charge equivalent to the cashback received will be made if you repay the mortgage in part or in full before 31.8.2002. All APRs are typical and variable. Secured loans and mortgages require a charge on your property and in the case of an endowment mortgage an endowment (life policy for the amount of the advance and a charge over the policy. All loans subject to status and valuation and are not available to persons under 18 years of age. A High Loan to Value Fee is required if the loan exceeds 75% of the property's valuation (or in certain cases the purchase price, whichever is lower). We require the property to be insured. If not insured through us, we reserve the right to charge an administration fee of £25. Written quotations are available on request. Rates correct at time of going to press. *As a percentage of the purchase price or valuation whichever is lower. Abbey National plc, which is regulated by the Personal Investment Authority, only sells its own life assurance, pension and unit trust products. Abbey National and the Umbrella Couple symbol are trademarks of Abbey National plc, Abbey House, Baker Street, London NW1 6XL, United Kingdom.

406
PEUGEOT



THE DRIVE OF YOUR LIFE

THE PEUGEOT 406 LX FROM £14,242* ON THE ROAD. FOR YOUR FREE INFORMATION PACK CALL 0345 000 406.

*AIR CONDITIONING £395 EXTRA IF YOU CHOOSE THIS OPTION. **1.8 LX WITH SUNROOF. PRICE INCLUDES DELIVERY, NUMBER PLATES AND SIX MONTHS ROAD FUND LICENCE. MODEL SHOWN 406 LX 1.8 IN CHINA BLUE METALLIC PAINT AVAILABLE AT EXTRA COST. †CALLS CHARGED AT LOCAL RATE

هكذا من الأصل

**Clinic not
for wife
says Lov**

THE  TIN
Subscription

The Times will
any subscri
offer you read
other daily
news

For further information
please contact the
on the following
number:

TREEPHONE
0800 120 130
Open 7 days from 9am to 5pm

Clinic not to blame for wife's fall says Lord Tryon

By Emma Wilkins

LADY TRYON could recover some feeling in her legs it emerged yesterday as her husband said he did not blame the clinic for her fall from a window.

While his wife remains unconscious in intensive care, Lord Tryon said the Farm Place clinic in Surrey, where Lady Tryon was being treated for depression, was not responsible for the accident.

Lady Tryon, who is one of the Prince of Wales's closest friends, broke her back and fractured her skull when she fell out of a first-floor window at the clinic on Friday.

"I don't blame the clinic, they are as shocked about this as I am," Lord Tryon said as he visited his wife at the Atkinson Morley Hospital in Wimbledon, southwest London. "I think they are very embarrassed about what happened at the clinic because they do have people there who are quite delicate who need to be kept an eye on."

"I imagine they're having an inquiry into what happened but I don't think we'll really know for some time. It depends if she can remember anything when she wakes up."

Lady Tryon, 48, who was born in Australia and nicknamed "Kanga" by the Prince, is breathing with the help of a ventilator. The hospital said that she should make a good recovery from her head injuries, although it was too early to be certain.

"One fear is that she will be paralysed from the waist down because of the injury to her spine, although it's just possible that there may be some recovery from this aspect to her injury," a spokeswoman said.

Lady Tryon, who founded her own fashion business in 1983, is being kept under sedation in order that her spine should be completely still. She is being treated as a National Health Service patient.

Lord Tryon, who visited his wife immediately after her admission to hospital, said he had been horrified when he first saw her lying in intensive care, wired up to numerous machines and wearing an oxygen mask. "But everyone around her seemed to be very busy and I know she is in the best possible care," he said.

The Prince of Wales telephoned Lord Tryon at the

family home in Great Dorford, near Salisbury, on Monday to ask about her progress. "I spoke to the Prince at some length. He has sent me all his sympathy and all his best wishes for her recovery," Lord Tryon said.

Despite a lifetime's battle against acute back problems and a more recent fight against uterine cancer, Lady Tryon would have no reason to want to harm herself, according to her family. "She is an absolute fighter. She has always battled against her problems with great spirit," Lord Tryon said.

The couple's eldest son, Charles, 21, who accompanied his father to the hospital yesterday, said: "She never gave up her battle against cancer. It would be totally out of character for her to try to harm herself."

Lady Tryon, whose Kanga dress company made a profit of £100,000 last year, booked herself into Farm Place two weeks before her fall. "She booked herself in because she was told it was the best place to go for a rest. She was depressed due to the exhaustion of fighting all her health problems," Lord Tryon said.

"Her life is not in danger although she is very seriously ill and things can sometimes go wrong," Lord Tryon said.

While fearful that his wife might suffer some paralysis, Lord Tryon said he hoped she would recover from injuries to her skull. "It is too early to tell, but the doctors don't think there is permanent brain damage. Unfortunately, you can't really tell until someone regains consciousness. She is very heavily sedated at the moment," he said.

"I hope that next week she may be well enough to be moved out of intensive care. There is a shortage of intensive care beds, as we all well know, and it would be wonderful if she was well enough to go onto a normal ward," he added.

Lord Tryon rejected newspaper reports that his wife's fashion business was having financial difficulties. "My wife did not have any financial worries," he said. "It is very hurtful and not at all helpful to suggest that her business was in trouble. In fact, it is thriving. It made a healthy profit last year. It's not helpful to suggest otherwise because the creditors get worried and suddenly you can get a state where they're all demanding to be paid."

The couple's twins, Edward and Victoria, 16, are sitting GCSE exams this week. Their eldest child, Zoe, 22, visited her mother on Monday.



Lord Tryon and his son Anthony at the hospital



Lord Bingham, left, and Lord Woolf with the Deputy Tipstaff before the swearing-in ceremony at the Royal Courts of Justice yesterday

Bingham and Woolf undergo legal niceties

By Frances Gibb, Legal Correspondent

THE Lord Chancellor stamped his seal of approval on the choice of Sir Thomas Bingham as Lord Chief Justice yesterday by declaring his "immense satisfaction" at the appointment.

Speaking at the swearing-in ceremony of Lord Bingham of Cornhill — as he now is — and also of Lord Woolf of Barnes as Master of the Rolls, Lord Mackay of Clashfern appeared to deflect criticism that Lord Bingham had little experience of the criminal courts.

He said that the "unified nature" of

the Queen's Bench Division of the High Court was one of its great strengths. It covered cases that ranged from those in the commercial court to general common law and crime. That enabled judges to be deployed flexibly and for commercial court judges, for instance, to try criminal cases.

Demonstrating that he did not wish to see specialist corps of judges, with only those experienced in the criminal courts trying big criminal cases, Lord Mackay said: "I personally would be most reluctant to do anything to undermine this unity, which is, in my view, an essential attribute to our system."

Lord Bingham and Lord Woolf took

centre stage in the Lord Chief Justice's own court at the heart of the Royal Courts of Justice for yesterday's ceremony. Flanked by Sir Stephen Brown, the President of the Family Division, and Sir Richard Scott, the Vice-Chancellor, in their full ceremonial black and gold robes and watched by 30 High Court judges in scarlet robes and 15 Court of Appeal judges, the two stood to take the oath of allegiance and oath of office.

Lord Bingham, 62, taking over from Lord Taylor of Gosforth, who has retired because of ill-health, swore that he would serve the Queen and would "do right to all manner of people after the laws and usages of this realm

without fear or favour, affection or ill will". Lord Woolf, 63, who succeeds Lord Bingham as Master of the Rolls, followed suit.

Lord Taylor, who held office for four years, was not present to hear Lord Mackay express the shared sorrow at his illness and pay tribute to his achievements. The assembly of leading barristers and solicitors listened as the Attorney-General, Sir Nicholas Lyell, QC, said that Lord Taylor's courage, clarity, fairness and firmness of purpose had left their lasting mark. Welcoming his successor, and Lord Woolf, he said they brought most formidable qualities to the two highest offices in the judicial field.

Shadow Lord Chancellor cautions judges against straying from areas of expertise

By Our Legal Correspondent

JUDGES are to be warned by the Shadow Lord Chancellor not to stray into matters of public controversy beyond their expertise or they will risk losing the public's confidence in their political impartiality.

Lord Irvine of Lairg is launching a debate in the House of Lords today on judicial participation in public controversy and on the relationship between judges, ministers and the Government. In an interview with *The Times* he expressed concern that judges should not stray outside the administration of justice in joining public debate.

He emphasised that he personally had "complete confidence in the political impartiality of the judiciary today". But two weeks ago, Lord

Bingham of Cornhill, who was sworn in as the new Lord Chief Justice yesterday, came out in favour of a new law of personal privacy. If Parliament did not legislate, Lord Bingham said, the courts would be likely to change the law through appropriate cases as they came up.

Judges, he said, had a role in joining public debate on matters where they had expertise, such as the administration of justice. But he added that even when speaking on such matters, they should also be cautious in how they expressed themselves "so as to avoid giving any kind of impression that they, as judges, might fail loyally to carry into effect laws passed by Parliament of which they personally disapprove". Lord



Lord Irvine: concerned about public confidence

Irvine caused a stir last year when he criticised as unwise remarks by a senior judge that in some circumstances the courts could hold acts of Parliament invalid.

He said yesterday he was calling the debate because

there was "unprecedented antagonism between the judges and ministers". He said he agreed with many of the criticisms by judges of Michael Howard's sentencing plans. These proposals were "profoundly unwise" and "unsound", he said. But he added that it "would, however, emphatically not be unconstitutional for Parliament to pass them". He said: "Parliament is sovereign. So it can permit minimum sentences as well as maximum sentences."

Nor, he added, did he accept that the independence of judges was threatened by the proposals which Mr Howard intends to bring forward in a Bill this autumn. "The judges' sentencing discretion under the law laid down by Parliament would be diminished," Lord Irvine said. "But that is something entirely different

from their judicial independence, which must always be upheld."

Mr Howard's plans for minimum sentences for repeat burglars and drug dealers, and automatic life sentences for second-time rapists and other violent offenders have prompted unprecedented criticism from senior judges. Lord Taylor of Gosforth, the retiring Lord Chief Justice, has said the plan is founded on "taunted statistics" which mislead about the sentences handed down by judges.

Lord Irvine said he agreed with many of the judges' criticisms of the plans. "Because they [the proposals] take away from judges' discretion to deal with the infinite variety of cases but there is a distinction between the wisdom of a policy and its constitutionality."

THE TIMES Subscriptions

The Times will match any subscription offer you receive from other daily national newspapers.

For further details please call us FREE on the following number:

FREEPHONE
0800 120 130

Lines open 7 days from 8am to 6pm

Offer available in the UK only

Law Society rival accuses Mears of ruling by diktat

By Frances Gibb, Legal Correspondent

THE fight for leadership of the Law Society was stepped up yesterday when the latest challenger to Martin Mears, president of the society, accused him of causing a schism and operating by diktat like a Victorian factory owner.

Tony Gilling, a council member for 16 years, who is standing with two recently elected council members — Philip Sycamore and Michael Mathews — said Mr Mears had "wasted a year pursuing impossible policies".

Mr Gilling accepted that the Law Society could not return to the pre-Mears era. "The culture of Chancery Lane has to change, but that transition has to be brought about by people who understand how to manage a business, not by the diktat of a Victorian factory owner," he said.

Mr Gilling, 52, deputy vice-president of the society, called on the profession to judge Mr

Mears and Robert Sayer, the vice-president, on their record. "Their record shows they have reduced the credibility of the profession, sown schism in the Law Society and failed to deliver on any of the promises they made to get elected."

Mr Gilling said that he and the other candidates — Mr Sycamore, a personal injuries lawyer, and Mr Mathews, a City lawyer — represented the broad spectrum of professional interests and not just those of the High Street practitioner.

"We have in common a commitment to restore the good name of the profession," he said. Their joint experience strengthened his own authority to negotiate with the Government and to speak for the profession. "Martin Mears does not possess those qualities. There has rarely been a time when they will be more needed, in a year in which the future of the legal aid scheme

will be settled and there may be a change of government."

He and his running mates would be campaigning for realistic reform, to include practical help for solicitors on modernising probate services, promoting will-making, managing the affairs of the elderly, on financial services, mediation and on how to run better practices through information technology and client development and marketing.

"We will change the society by good management, not autocracy, to make it a source of practical help for all solicitors," Mr Gilling said.

Mr Sayer said: "We are within a hair's breadth of changing the Law Society and making it worthwhile, relevant and useful to its members. Now that so many of the old guard have gone, we have an opportunity to change things which comes once in a decade."

Surgeons neglect training role

By Jeremy Laurance, Health Correspondent

JUNIOR doctors are having to shoulder responsibilities far beyond their expertise to cover for senior colleagues, the Audit Commission said yesterday.

Consultants are leaving their junior colleagues to carry out operations and run outpatient clinics even though many of the doctors feel they do not have the competence, the commission said in a report.

One in ten senior house officers and one in five house

officers, the most junior doctors, said that they had to undertake a task which they felt was beyond their abilities at least once a week.

The survey of 112 NHS trusts confirmed findings from a preliminary survey of 26 trusts a year ago, which suggested that consultants with large private practices were neglecting their public-sector duties.

The new study says that only a quarter of consultants discussed all patients seen by juniors, and 20 per cent did not discuss any patients with them. Although they do not

always see patients, consultants are responsible for their care. Of all their clinical tasks, juniors were least likely to be supervised by consultants during emergency operations.

Jonathan Boyce, director of health studies at the commission, said the problem was caused by "bad management" of consultants. "They are either over-supervised or recklessly unsupervised."

The commission wants consultants to be monitored regularly to make sure they fulfil their NHS duties and their training commitment.

High Court overrules Redwood on footpath

THE decision of John Redwood when he was Welsh Secretary to refuse public access to a footpath near Llangollen was quashed in the High Court yesterday.

Ruling in the dispute over the path from Trevor village to the River Dee in Clwyd, Sir Louis Blom-Cooper, QC, called for "fair play" between walkers and landowners over access to footpaths. When disagreements arose, "rival claims should be fought out on a level playing field", he said.

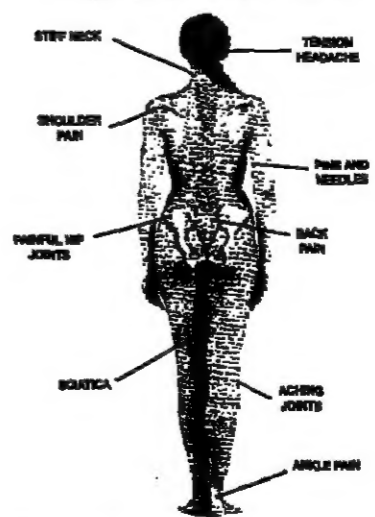
The Secretary of State had wrongly relied on the untested evidence of one landowner that there was no established right of way — despite the assertions of more than 100 local people that the path had been used for decades to reach the river bank for activities such as swimming and baptisms. The judge suggested that the rival claims should go before a public inquiry.

"So long as the Secretary of State felt entitled to deal with the matter without a public inquiry, it could not be doubted that public users of the footpath would nurture a legitimate grievance that their powerful claim to a public right of way has been kicked into touch by the word of the single landowner, supported by no evidential material other than his untested, written statement, unspecific as it clearly is in its content," he said.

Mr Redwood decided last year not to allow an appeal by Gordon Emery, of the Ramblers' Association, against the county council's refusal to recognise the footpath as a public right of way. The Secretary of State gained leave to appeal.

Back Pain? Painful Sleep?

Your sleeping posture is more important than you think.



Tension free sleep is vital to your health.



The Tempur Mattress and Pillow mould to the body, resulting in optimum distribution of pressure.

SLEEP ON IT FOR 30 NIGHTS WITH COMPLETE MONEY BACK GUARANTEE... you can only win...

The Tempur Mattress and Pillow are recommended by more than 15,000 medical professionals.

Ask your Physiotherapist, Chiropractor or Osteopath.

Please send me details on the Tempur Mattress & Pillow.

Name _____

Address _____

Phone _____

Send coupon to Tempur - Pella (UK) Ltd FREEPOST (HA 6651) Greenford, Middlesex UB6 8BR or call 0800 616 135

TEMPUR PRESSURE RELIEVING MATTRESS & PILLOW

مجلسنا من الأهل

Agency's £4bn failure is a crisis but not a disaster

By Nigel Hawkes and Nick Nuttall

THE failure of the maiden flight of Ariane 5 is a setback but not a disaster for the European Space Agency.

Once the fault is identified and put right, there is no reason why successive flights should not go well. The Ariane programme has been a big success for the agency, with only three failures out of 58 launches for Ariane 4 since its first launch in June 1988.

The real losers are the scientists who built the Cluster satellites, lost as Ariane 5 veered off course and was blown up by a command from the ground. With no spares, they saw years of work destroyed in seconds.

Ariane 5 is bigger and more powerful than its predecessor, with the ability to place seven-ton payloads into geostationary orbit 23,000 miles above the Equator. It has taken almost a decade and \$7 bn (£4.5 bn) to develop, with the lion's share coming from Germany, France and Italy.

Commercial satellite launches have become a huge

business, with a healthy demand from telecommunications and TV networks chasing a limited number of launchers. The United States Space Shuttle was originally intended to provide a cheap route into space, replacing old-fashioned rockets such as Ariane which can be used only once, but it is the rockets that have proved better value.

Arianespace, the company that operates Ariane 4 and was to have taken over responsibility for Ariane 5 with its third flight and first commercial payload at the end of this year, has grabbed between 50 and 60 per cent of the commercial satellite business.

Its main rival is a joint American-Russian company, International Launch Services, which can provide launches on American Delta rockets or Russian Protons. The Chinese are trying to develop a rival launcher but have suffered a series of embarrassing failures.

A single slip-up by Ariane 5 is unlikely to do its commercial

prospects much harm, especially as the payload was scientific and it was a maiden flight. The nightmare would be if a succession of launches ended in failure. Customers might then be tempted away to the reliable Russian Proton, which has a good success rate, similar lifting capabilities and is said to be cheaper.

"It is going to be a big blow for Ariane 5 and its commercial prospects at least in the short term," Professor Alan Johnstone, of the Mullard Space Science Laboratory, part of University College London, said. "I am sure the long-term commercial prospects are not at risk. They will sort out the problem, but in the short term backers will have to stump up more money."

A typical satellite launch costs \$80-100 m (£51 m-£64 m). The aim in developing Ariane 5 was to produce a cheaper launcher which, unlike Ariane 4, did not need to be tailored to the payload. To begin with, some European Space Agency

nations also hoped that Ariane 5 might be used for manned launches of the Hermes space plane, a smaller version of the Space Shuttle designed and championed by the French.

However, Hermes was dropped in 1993 amid technical arguments and growing costs. Britain never regarded the ambition of a manned European launcher as sensible, so did not initially contribute to Ariane 5. But with the abandonment of Hermes and the formidable success of Ariane 4, Britain has been lured back into the programme, putting up a modest \$4 m (£2.5 m) for future development.

British caution over European launchers is understandable. In the 1960s an attempt to produce a launcher using the British Blue Streak as the first stage led to a series of flops, most of which had nothing to do with Blue Streak. That launcher was abandoned. The Ariane programme, by contrast, has been a brilliant success.

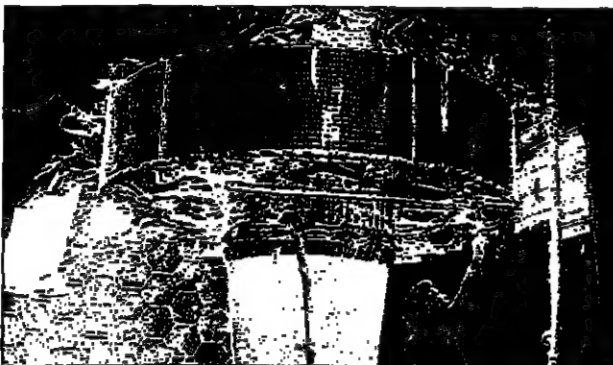
10-year mission destroyed in seconds

By Nick Nuttall
TECHNOLOGY CORRESPONDENT

THE explosion of Ariane 5 sounds the death knell for a 10-year dream by scientists whose Cluster mission was to unravel the impact of violent solar explosions on the Earth's atmosphere.

Staff from University College London, Imperial College and Sheffield University were all involved in the study. The rocket carried four spacecraft that were designed to examine the 'solar wind' — a hail of charged particles fired from the Sun, which buffets the Earth's atmosphere, triggering auroras. The particles can also damage telecommunications and power supplies by causing magnetic storms.

The four identical craft, 2.7m long and weighing a tonne, were to have flown in a tetrahedral formation along a



One of the Cluster craft that were to study solar wind

polar orbit between 25,000km and 140,000km high, passing through the Earth's magnetic fields and providing the first three-dimensional analysis of the solar wind.

Researchers estimate that explosions on the Sun dispatch magnetic and electrical particles towards the Earth equivalent to 100,000 million

watts — or more than the entire amount of electricity produced on Earth today.

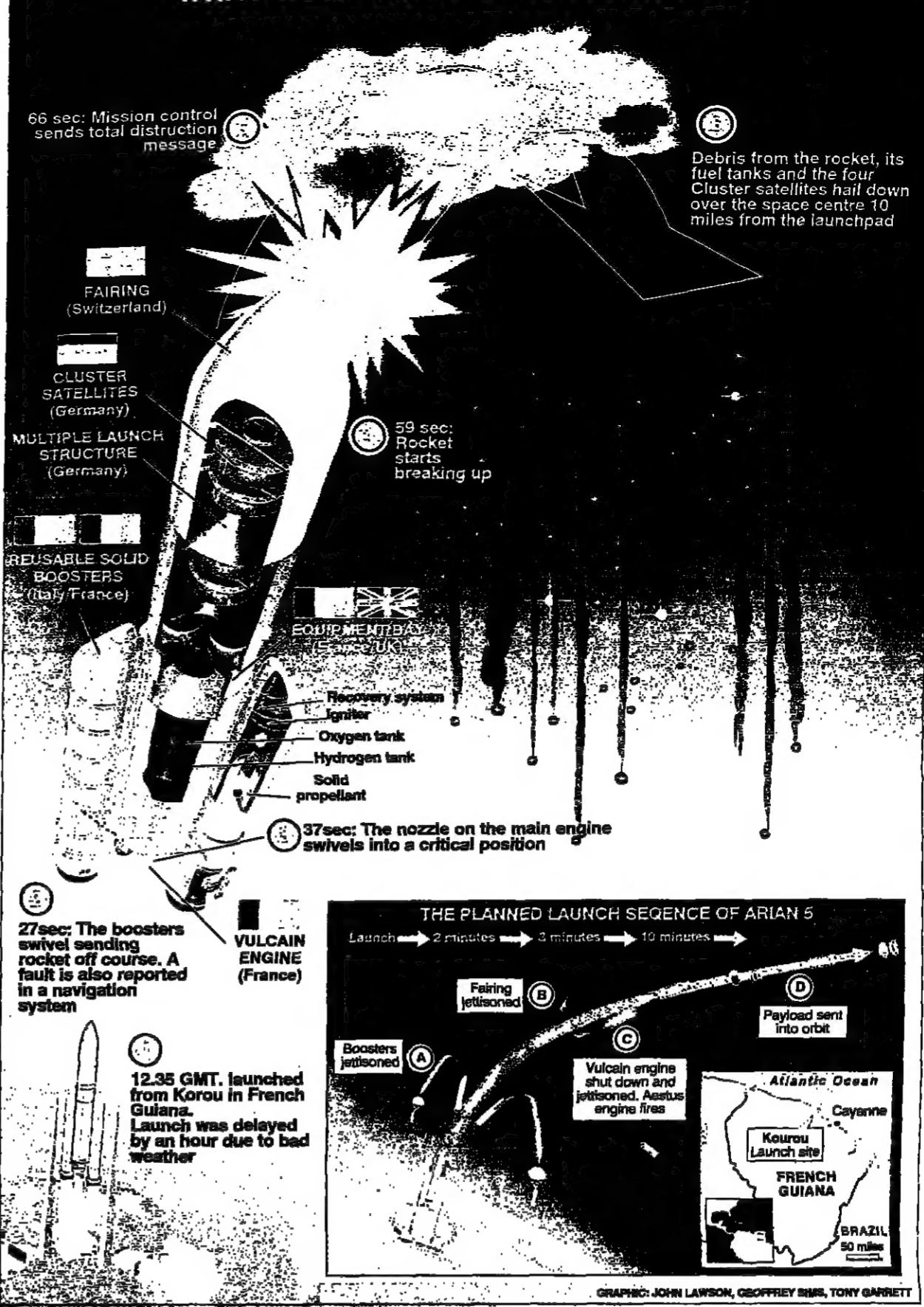
Professor Alan Johnstone of the Mullard Space Science Laboratory, University College London, said yesterday: "I am enormously disappointed. We are used to living with uncertainty, but I never imagined this could happen." Only

four Cluster craft were built, partly by Matra Marconi near Bristol. There are no replacements. Professor Johnstone said: "There is neither time nor the money to build four more. The mission is dead, dead, dead."

The mission cost £500 million, of which Britain had paid £50 million. It was considered a flagship project by the European Space Agency. It also linked with other research including SOHO, a joint Nasa and Europe project to monitor the Sun for the explosions that trigger the wind. It is now in orbit but its value, without Cluster, is reduced.

Scientists said yesterday that researchers at universities across Europe, and including Britain, might be made redundant after the loss of Cluster. Many are on short-term contracts to process data which was supposed to come from the two-year mission.

WHAT WENT WRONG WITH ARIANE 5



THE PRINCIPLES OF INFORMATION:



Never confuse fact with familiarity.

Certainty is a precious commodity when you're running a large organisation. When your decisions can have global repercussions, don't take anything for granted. Be sure of your facts. Not fairly sure. Not 99% sure. But *totally* sure. That's why companies who want to get their facts straight work with Informix. It's not just because we've got a pretty face.

INFORMIX

World leaders in database technology.

FOR THE BEST INFORMATION, RING (0181) 818 1081. INFORMIX SOFTWARE LIMITED, 6 NEW SQUARE, BEDFORD LAKES, FELTHAM, MIDDLESEX TW14 8HA.

هكذا من الأصل

RENAULT

BUY ANY RENAULT NOW AND REPAY NOTHING UNTIL 1997. THEN PAY 0%.

Enables you to drive away any new car in the entire, exciting Renault range for a 50% deposit - and pay nothing more until January 1997. You then repay the balance over 12 months at 0% interest.

TYPICAL EXAMPLE		Renault Clio RL 1.2 3dr
Cash price (inc. on the road costs)†		£8,065.00
0%	Deposit 50%	£4,032.50
	12 Monthly Repayments	£336.04
	Total Credit Price	£8,065.00

We will make your first four monthly payments for you (saving you £643 on a Clio RL, for instance) after you pay a deposit of just 25% to drive away any new Renault. You then repay the balance over 44 months*.

TYPICAL EXAMPLE		Renault Clio RL 1.2 3dr
Cash price (inc. on the road costs)†		£8,065.00
13.9% APR	Deposit 25%	£2,016.25
	48 Monthly Repayments	£160.80
	Total Credit Price	£9,834.65**

Gives you the opportunity to drive away your choice of new car from the Renault range when you pay a deposit of 50%. You subsequently repay the remainder of the purchase price over 2 years at 0% interest*.

TYPICAL EXAMPLE		Renault Clio RL 1.2 3dr
Cash price (inc. on the road costs)†		£8,065.00
0%	Deposit 50%	£4,032.50
	24 Monthly Repayments	£168.02
	Total Credit Price	£8,065.00



CLIO



MEGANE HATCHBACK



MEGANE COUPE



LAGUNA



LAGUNA ESTATE



SAFRANE



ESPACE



RENAULT
CARS
WITH FLAIR

YOUR BEST ROUTE YET TO A NEW RENAULT.

*Finance offers (subject to status) apply to all new Renault cars (excluding special edition models) ordered and registered by 31 August 1996. Written quotations available on request. Credit facilities provided and arranged by RFS Ltd., City Road, Chester X CH99 3AN. **A £50 Administration fee is payable with the fifth monthly repayment and a £40 option to purchase fee is payable with the last monthly repayment. †Prices, correct at time of going to press include 17.5% VAT and "key-in-hand" charge of £575 which covers delivery to the dealer, number plates, security window etching and 6 months Government road fund licence. Other goods or services supplied by agreement between the customer and dealer are not included. RENAULT eif2
All Renault cars have a 12-month unlimited mileage warranty with free RAC membership plus an 8-year anti-rust warranty and Renault Accident Services facility. This advertisement is placed on behalf of the vehicle importer, Renault UK Limited, Widenor Place, Uxbridge UB8 3PT, and not individual franchise holders. recommend eif2

رناو من الأصل

Ashley's support for 'bionic ear' attacked by critics who fear threat to language and community

Deaf minority tells campaigning peer to abandon fight

By DOMINIC KENNEDY, SOCIAL AFFAIRS CORRESPONDENT

THE parliamentary champion of the deaf is facing bitter opposition from some deaf people over his support to give small children hearing implants.

In a speech to the Royal Society of Medicine last night, Lord Ashley of Stoke accused his critics of a vociferous, misleading propaganda campaign against the revolutionary device that restored his own hearing after 24 years. He said they were denying children help by giving health authorities an excuse to refuse money for cochlear implants, popularly known as bionic ears.

Lord Ashley is being attacked by those who were born deaf and who say they are proud of their culture and neither want nor need to be cured. He says that they represent the minority of deaf people while he speaks for eight million, including those who have lost all or part of their hearing.

Yesterday he strongly commended implants, which have given hearing to about 500 Britons. After his operation the first voice he heard was his grandson's.

"From total deafness, to be able to hear people and understand them, and hear the normal sounds like vehicles, babies laughing and birds singing, is like a miracle to me," he told *The Times*.

"Everybody I know who has had a cochlear implant thinks that way. We are grown-up men and women elated like a bunch of schoolboys and schoolgirls. I go into the garden and identify birds, telling the difference between a robin and a pigeon. If the birds sound a little husky, who cares?"

Lord Ashley, who is president of the Royal National Institute for Deaf People and many other leading organisations for the deaf, never learnt sign language.

"I am a strong supporter of the deaf community in their desire for recognition and

their pride in their deaf heritage and culture," he said. "I don't want to attack them in any way but I do very strongly resist the propaganda because it is misleading and unfair to the people who can benefit from the implants."

The £26,000 device, a tiny receiver, is implanted in the skull and works by interpreting signals from a microphone carried by the patient. Doctors say that the implants are most successful when fitted to children aged two, who are young enough to adapt. The procedure works less well with profoundly deaf teenagers.

Lord Ashley said: "It is



Ashley said implant transformed his life

nonsense to argue that a decision on cochlear implants should wait for the child to grow up and make its own decision." One member of the deaf community had written to him, comparing cochlear implant surgeons with Nazi scientists.

The dispute exposes a deep rift among the deaf. Many who were born without hearing went to schools where they were forbidden to use sign language and encouraged to speak and lip read so that they could communicate with the rest of the population. This has left a smouldering resentment.

The debate has reached

unprecedented bitterness, with opponents accusing the 73-year-old peer of knowing nothing of deaf culture. They deny being disabled, and insist that they are a linguistic minority. They regard people such as Lord Ashley, who lost his hearing when an operation for a perforated eardrum went disastrously wrong three years after he became Labour MP for Stoke-on-Trent, as merely "deafened".

The British Deaf Association, which represents people who were born deaf, has strong reservations about the suitability of the treatment for children. David Nicholson, public affairs officer, said: "Deafness is not a pathological defect to be cured. We believe that education and quality of life are still possible and practical without dependence on verbal language."

He said that children with implants should continue using sign language. "Deaf culture is important for deaf children."

Mr Nicholson added: "Lord Ashley is a very eloquent proponent of cochlear implants. He can make the case very well for that section of the population. It is unfortunate that he sometimes extends that to profoundly deaf children who are born deaf."

Lord Ashley, also president of the newly founded Cochlear Implant Users' Association, said that on this subject he parted company from the deaf community. "I can understand their initial distrust. Professionals have provided little help of the kind they wanted for hundreds of years."

"They can, of course, oppose cochlear implants for themselves, but what I object to is their emotive condemnation of cochlear implants for others and of the surgeons who perform them. My implant has cleared a terrible fog of misunderstanding, so that every day now is a sparkling one for me."

Leading article, page 19



Tony Sheill, left, resents what he sees as an attempt to "normalise" the deaf. Debbie Evans, right, is pleased her daughter has had an implant

'You wouldn't have an operation to make you white'

By DOMINIC KENNEDY

TONY SHEILL was born deaf and hopes none of his three children ever hear a word. "Lord Ashley is not a culturally deaf person. If you were black, you wouldn't have an operation to make you white," he says.

"Society doesn't understand deaf people, that's the problem. I was forced to wear hearing aids when I was at school. As soon as I could leave

at 18, I threw them in a bin. Medically, there is nothing wrong with deaf people. The only difference is that we have no hearing and use sign language. You are trying to normalise us."

"We have our own language with its own grammar. We have our own behaviour. It's OK for us to touch each other, like on the shoulders. To get attention, it is normal for us to stamp our feet." Mr Sheill, 51, a social

worker, his wife Diane and their three small children are deaf and communicate in sign at home in Chelmsford, Essex.

But Debbie Evans, 29, of Braintree, is grateful that her three-year-old deaf daughter Stacey, who communicates in sign, was given a cochlear implant at the start of the year. Stacey had been very shy "but now she is noisy and joins in everything", Mrs Evans says. "She was getting no benefit from

her hearing aids." Although much of the family, who are hearing, had learnt sign, she had missed out on a lot of conversation. Now Stacey responds to loud speech.

"She is happy to put on her headset and speech processor. We don't force her," says Mrs Evans. "When she is older, she can sign if she wants to. I want Stacey to mix with deaf children and hearing children. She has got to get on in life like everybody else."

Cochlear implants improve the quality of life

AS A YOUNG man, Jack Ashley triumphed in the political world while his hearing was normal. When he suddenly became profoundly deaf he was rudely thrown off the parliamentary ladder but Whitehall's rejection of an embryonic minister meant the disabled gained a champion.

Lord Ashley of Stoke has been particularly interested in deafness and speaks on it with the authority of somebody who has known the

limitations which total deafness imposes on speech as well as hearing and self esteem. He later experienced the pleasure and release of a cochlear implantation when it restored an important part of his hearing.

The difficulties which deafness imposed on Lord Ashley when he was an MP were very apparent. When he served on the same delegation to Sri Lanka and Pakistan, Jack Ashley was a huge success. In great demand as a speaker at schools for the disabled and as a visitor to hospitals, where he established an immediate rapport with the staff and the deaf. The price of his triumph was considerable personal strain.

I accompanied him, partly out of professional interest in the deaf and partly because, as a doctor, I was able to help him with controlling the volume of his voice and could even write him notes when lipreading was difficult with



medical detachment and without displaying embarrassment or pity. Like most deaf people, Jack Ashley had a particular loathing of pity. Cochlear implants restore not only hearing but also speech. Jack Ashley's voice had lacked expression, for, like most deaf people, he spoke in a monotone. Now, after surgery, the normal inflections of speech are restored. Whereas previously he was unable to gauge whether he was shouting or whispering, he can now talk in conversational tones and is aware how loudly he is speaking. He no longer feels he is a nuisance nor suffers the indignity of pity.

In adults who have the

memory of sound, restoration of hearing after a cochlear implantation can occur within weeks; if the memory has been diminished by time it will take much longer. Implants have been successful after 40 years of deafness but progress is much slower.

Research is now underway to see at what point the partially deafened will benefit to a greater extent by having an implant, rather than being provided with a hearing aid. An independent Medical Research Council report on implants showed that they were safe and effective for all but a small minority of patients: more than 90 per cent of patients had an overall improvement in the quality of

life. Children are a particularly important group. Professor Bill Gibson, an Australian surgeon, has shown that in children born deaf, or deafened in early infancy, implantation by the age of two gives optimum results. After the age of ten, results of surgery on those who have never had hearing are not so encouraging, for by then physiological flexibility has been lost.

Children who became deaf in later childhood, after the age of seven, and were then implanted were usually able to use a telephone competently enough to talk to a stranger. The suggestion that the born deaf should wait until they could make up their own mind about having an implantation will usually mean delaying surgery until it is too late, and the child will never achieve satisfactory hearing.

DR THOMAS STUTTAFORD



Setting the standards in personal computing.



Whatever sort of day you have, trust Viglen to make your life easier.

A range of PCs with a unique combination of leading edge technology and tremendous value, every one of Viglen's products has built-in upgradeability for future developments and lifetime technical support - your guarantee of peace of mind!

Little wonder that Viglen's products have won countless awards time and time again, or that Viglen is a leading supplier not only to businesses all over the UK but also government, public sector, education and the home market.

And because you're buying direct from a leading British manufacturer, you're also guaranteed unbeatable value for money, delivered right to your door.

See how Viglen can change your life, whether you use your PC for work, or for play.

Prices for a Viglen Multimedia system with a 75MHz Pentium® Processor start from only £1159 (inc. delivery + VAT) and go all the way up to £3099 (inc. delivery + VAT) for a fully featured top of the range Genie PCI Multimedia PC with 16MB RAM, Processor.

Call 0181 758 7000 to place your order or for your free copy of the Viglen Direct Guide, and we guarantee you'll never look back.

THE VIGLEN HOME MULTIMEDIA PC 75MHz PENTIUM® PROCESSOR

- Viglen Graphics® Executive ES System
- 5MB EDO RAM
- 540MB HD
- 14" SVGA Color Monitor
- Microsoft Mouse
- Quad speed CD ROM Drive
- PCI Graphics Card
- Stereo Speakers & Microphone
- Microsoft® Windows® 95
- Six Software Titles as shown

£1159 inc. delivery + VAT (£971.38 net delivery + VAT)



Tel 0181 758 7000 Fax 0181 758 7080

Viglen Limited, Viglen House, Alport Lane, Alport, Middlesbrough HA0 1DX.

FOR MORE INFORMATION AND YOUR FREE COPY OF THE VIGLEN DIRECT GUIDE PHONE OR RETURN THE COUPON

Name _____ Title _____

Address _____

Postcode _____ Telephone _____

Please send me more information on the Viglen range of personal computers ☐ Business/Education use ☐ Home Personal use

Compendium, Genie and Viglen are trademarks of Viglen Limited. Microsoft, MS-DOS, Windows 95 and the Microsoft Ready to Run logo are trademarks of Microsoft Corporation. The Intel Inside logo and Pentium are trademarks of Intel Corporation. All other trademarks are acknowledged.

FILE OPTIONS

- Comprehensive, friendly advice
- Simple language
- Access to award-winning pension funds
- Competitive charges
- A plan that's flexible enough to match your lifestyle
- Building on 100 years' experience

What's new? Save Help Forward Find Phone

WHEN YOUR JOB'S NOT FOR LIFE, A PENSION THAT IS



Whatever the future brings, it's good to know that a Colonial RainbowPlus Personal Pension Plan can cope. You can stop, start, increase or decrease your contributions whenever you need to.

So whether you're changing jobs, taking a career break to have children or retiring early you can be sure that your pension plan will be able to keep up.

And with a choice of 5 award-winning pension funds you have the opportunity to look forward to a comfortable retirement. Call us today - whatever your future plans.

Now We're Talking Pensions

0800 828 525

Lines open 8am to 8pm Monday to Friday



Colonial DIRECT

Past performance is not necessarily a guide to the future. The value of investments can go down as well as up, and is not guaranteed. Colonial Direct represents the Colonial Mutual Marketing Group which is regulated by the Personal Investment Authority and is bound by its rules. We can advise you only on our products. Pension plans are provided by The Colonial Mutual Life Assurance Society Limited. Full written details are available from the address below. For your added security all telephone calls will be recorded and the recording kept secure. Colonial Direct, Colonial Mutual House, Chatham Maritime, Kent, ME4 4YU.

هكذا من الأصل

SUN AWARENESS WEEK. 1st - 8th JUNE 1996.

السبب من الأصل



THIS SUMMER, TAKE YOUR OWN LIFEGUARDS TO THE BEACH.

As part of the leading Sun Awareness Week, Laboratoires Garnier, skincare specialists and makers of Ambre Solaire Photostable Filter recommend the following tips. ☀ Cover up - wear a T-shirt and a hat. ☀ Avoid the midday sun (11.00 am to 3.00 pm) and seek shaded areas. ☀ Avoid exposing children under the age of three to

the sun. ☀ Limit exposure to the sun. Always use Ambre Solaire High Sun Protection Factors (a minimum SPF 15 for children) and reapply at least every two hours. And remember, it's equally important to follow these tips whether at home or on the beach abroad.

LABORATOIRES
PARIS **GARNIER**



Tiananmen police crush woman's bouquet protest

FROM JAMES PRINGLE IN PEKING

IN AN extraordinary act of courage, given the likely punishment, a young woman carrying a big bouquet of yellow chrysanthemums tried to climb the memorial to the people's heroes in the centre of Tiananmen Square in Peking yesterday, in an apparent effort to commemorate those who died in the violent suppression of pro-democracy demonstrations there seven years ago.

Police officers, hundreds of whom were on duty in and around Tiananmen, seized her from the foot of the white marble steps leading up to the obelisk, the scene of some of China's most dramatic protests in the past. They pulled her struggling across the vast square under the eyes of foreign tourists and provincial Chinese who daily tour the area in front of the Gate of

Heavenly Peace with its large portrait of Mao.

The police forced the young woman, whose identity is unknown, into the sidecar of a police motorcycle, and she was driven away, with her legs thrust unceremoniously into the air and with a trail of yellow petals poignantly sprinkled on the ground behind her.

Public acts of protest or mourning are prohibited in China, particularly in Tiananmen Square. A sign on the memorial's platform, put up after the 1989 crackdown, warns people against touching it or laying any flowers or printed matter on it without advance permission.

As a symbol, a woman with flowers would be considered threatening because the protests in 1989 began with students laying wreaths near the

marble stele after the death on April 15 that year of Hu Yaobang, the former party leader and a reformer ousted in 1987 for not halting earlier student demonstrations.

The bravery of the young woman's action called to mind the man who, after the army had recaptured the square in June 1989, defied a column of tanks by standing in front of them on an avenue leading from the square, one of the most vivid images of the time.

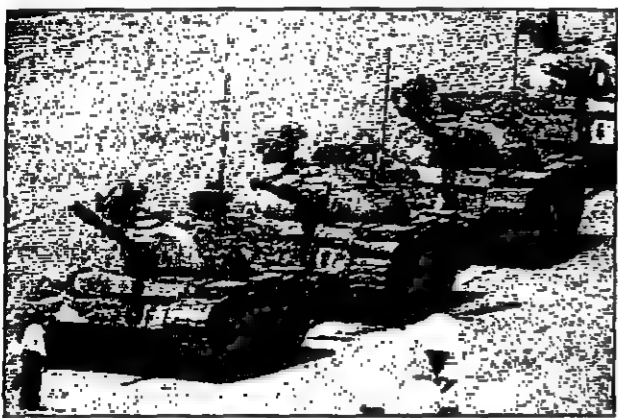
Earlier yesterday morning, police officers also dragged a man away from the square, although it was not clear what he had done.

This year, in a mild relaxation, foreign television crews were allowed to take pictures on the square, but a public security bureau official issued a warning that nobody should be interviewed. A bicycle trishaw driver who greeted me put his fingers to his lips and then held his hands together as if they were manacled when I mentioned that it was the June 4 anniversary. "Nobody has forgotten, but best keep quiet," he said.

Most of China's political dissidents are in jail, under surveillance, in exile or have given up the struggle for human rights. Most ordinary Chinese, given that there is nothing they can do because the Communist Party does not accept any challenge to its rule, prefer to stick to making money under the market reforms brought in since 1979 by



Police officers march into Tiananmen Square yesterday as the authorities increased security for the seventh anniversary of the massacre



Tanks near Tiananmen were defied by a protester in 1989

Deng Xiaoping, the now ailing senior leader.

"They know that speaking out will only get them into trouble and many have enough worries making ends meet," a foreign diplomat said.

There are exceptions, however. Ding Zilin, a retired professor whose 17-year-old son died on June 3, 1989, commemorated the seventh anniversary of his death on Monday by lighting candles and incense and cooking his favourite food — chicken, fish

and shrimp — as an offering at home. Zhou Shuzhang, the mother of Duan Changlong, a Qinghua University student who died on June 4, fearfully recalled: "I raised my child according to the requirements of the Communist Party and he was such a good boy. What crime did I have? What crime have I committed for my child to be killed?" she said in a recorded interview given to foreign reporters.

Shen Guofeng, the Foreign Ministry spokesman, asked whether the Government's as-

essment of the June 4 crackdown remained the same, namely that it was a "counter-revolutionary rebellion", said: "At the moment the top priority of the Government is to further develop China's economy and improve the living standards of the people."

"If China is plunged into chaos without any economic growth, this will not only harm the interests of China and surrounding countries, it also means disaster to the world," Mr Shen added. "As for the incident you mention,

many years have passed and a conclusion has already been established; therefore, I do not want to make any more comments."

□ Hong Kong: About 20,000 Hong Kong citizens held what may be their last June 4 candlelight vigil last night and rose cheering to their feet as a wreath for those who died in Tiananmen was laid at the feet of a model of the goddess of democracy smashed by tanks on the night of the killings (Jonathan Mirsky writes).

Earlier in the day activists

from the Liberal Democracy Party burnt a portrait of Li Peng, the Chinese Prime Minister.

The candlelight vigil has been a June 4 fixture here since 1989 and many voiced their anger last night that the city council has announced that Victoria Park, a vast open space where it is always held, is to be closed next year at this time for "renovations". It is suspected that the authorities fear offending China at the approach of the transfer of sovereignty on June 30.

Zambians face trial for treason

BY JAN RAATH

EIGHT members of the opposition Unip party of Kenneth Kaunda, the former Zambian President, appeared in a Lusaka magistrate's court yesterday on charges of treason.

They are accused of being behind a bombing campaign that has shaken the normally placid nation over the past three weeks.

The five former top army and police officers and three senior party officials, including Isambo Yeta, the Unip vice-president, were said to be members of an underground organisation calling itself the Black Mamba, after Africa's most venomous snake.

'Rigged' exit polls gave Peres false victory hopes

FROM CHRISTOPHER WALKER IN JERUSALEM

ULTRA-ORTHODOX Jewish voters hostile to the media deliberately misled two Israeli television channels conducting exit polls to give the false impression that Shimon Peres, the Labour leader, would win last week's election, according to *Haaretz*, Israel's leading daily paper.

The deception — leaked to Binyamin Netanyahu, the real choice of ultra-Orthodox voters — would explain why the Likud leader was able to give such a seemingly confident speech to supporters in the early hours of Thursday when the polls were all showing against him.

Mr Netanyahu and Mr Peres, the outgoing Labour Prime Minister, met yesterday for the first time since the election to discuss security

issues. Afterwards, Mr Netanyahu said the two men had agreed on important issues, fuelling speculation that Mr Peres would be asked to join his government.

The two men smiled and shook hands and Mr Netanyahu affectionately addressed Mr Peres, once his bitter political rival, as "Shimon". The conciliatory tone was in marked contrast to sharp personal attacks during the election campaign.

Mordechai Halperin, Mr Netanyahu's adviser for religious affairs, said yesterday that "news reached me on election night at 21:30 (before polls closed) that the ultra-Orthodox, who wanted to set up television, which they do not love, decided en masse to cast ballots for Peres in the sample poll, despite the fact that they actually voted for Netanyahu."

Mr Halperin said he immediately informed Mr Netanyahu of the ploy, helping to boost his confidence in the face of what appeared, at home and abroad, an almost certain, if narrow, defeat.

One ultra-Orthodox source said the deception had been planned and executed around by word of mouth on election day with the aim of "taking

revenge on the hostile media". Most right-wing voters are convinced that the media in Israel have a strong left-wing bias. According to a Likud official close to the religious voters, whose 90 per cent backing ensured Mr Netanyahu's victory, the deception took place not only in Jerusalem, but in ultra-Orthodox areas around the country.

A similar claim was made by the ultra-Orthodox paper *Hashavua* which said that Mr Halperin received word of the exit-poll deception at 21:40.

Because of the picture given by the television polls, one of which put the Prime Minister ahead by four percentage points in the early stages, most Israeli supporters of Mr Peres — and the 72-year-old Labour leader himself — went to bed confident of a narrow victory. The abrupt change in the true picture doubled the shock for those Israelis convinced that a right-wing win would spell the end to the Middle East peace process.

Poison plant: American spy satellites have photographed the building of a poison gas factory in western Syria which could constitute a major threat to Israel's national security, the German magazine *Stern* said. (Reuters)



Vanunu: "Cindy" may have been in the CIA

Vanunu: Agent who lured me 'was killed'

BY CHRISTOPHER WALKER

THE mystery surrounding the kidnapping of Mordechai Vanunu, the Israeli technician jailed for 18 years for revealing Israel's nuclear secrets to *The Sunday Times*, deepened yesterday with the publication of a petition from him claiming that "Cindy", the female agent who lured him out of Britain, may have been murdered.

Cindy, who was always presumed to be a Mossad agent, enticed Vanunu onto a flight from London to Rome with promises of sexual favours, and later took part in his drugged abduction from Italy via speedboat and an Israeli-crewed merchant vessel sailing under a Panamanian flag.

In an unusual move, the Israeli High Court permitted publication of the petition from Vanunu, who has now served nine years in solitary confinement.

In his letter, Vanunu demanded that the state order an investigation into his kidnapping from Rome in September 1986. There was a possibility, he claimed, that Cindy was an American citizen working for the CIA "and was murdered by the same people who were responsible for carrying out the kidnapping".

This, he said, was the real reason for the secrecy and intrigue that has surrounded his case.

A puzzle still surrounds Cindy's whereabouts although there have been claims that she was spotted in Israel some years ago.

Rejecting his petition, three judges pointed out that it would be impossible for the court to order an investigation when Vanunu presented no proof of his theory.

In a second petition, Vanunu said that he was being subjected to religious coercion because he was not given fresh bread on the Sabbath or on Jewish holidays. That petition was also rejected.

Opposition leader's wife killed by Lagos gunmen

BY OUR FOREIGN STAFF

THE wife of Moshood Abiola, Nigeria's detained opposition leader, was shot in Lagos by unknown gunmen yesterday and died in hospital of her wounds.

Dr Alex Eneli, one of the owners of the Eko Hospital in Lagos, said surgeons had fought unsuccessfully to save Kudirat Abiola's life, adding: "It was a bad sight. The bullet was at close range."

According to witnesses, five unknown assailants opened fire on Mrs Abiola's car. She was on her way to a meeting in Victoria, a residential area of Lagos, with a senior Western diplomat. Her chauffeur was also wounded.

Ore Falomo, the Abiola family doctor, said earlier that Mrs Abiola, 44, was alive and unconscious and in the oper-

ing theatre. Mrs Abiola was a prominent figure in the campaign to secure the release of her husband from detention. Archibong Nkama, the assistant inspector-general of police, confirmed that she had been attacked but provided no details.

Her husband, Chief Abiola, a millionaire businessman, was widely believed to have won Nigeria's 1993 presidential election when the military set the result aside. He was jailed on a charge of treason in 1994 after he proclaimed himself President in defiance of the military Government of General Sani Abacha. His case has been bogged down in the courts. Chief Abiola has several other wives and dozens of children.

Nigeria has faced isolation

and harsh criticism from the international community since the execution last November of nine dissidents and allegations of human rights violations.

Mrs Abiola appeared in court last month charged with conspiracy and making false statements. The charges apparently arose from a series of interviews she gave to Nigerian and foreign media in which she called for her husband's release from prison and recognition that he won the 1993 presidential elections.

She had also alleged that the Government had taken steps likely to destroy her family financially. After the conspiracy charges were laid, Mrs Abiola was released on bail and was due to stand trial on July 17.

Renewing your home insurance in June or July?

If you're 50 or over, just see how much you could save with Saga - call us NOW!

You will know how expensive home insurance can be - thankfully, if you're aged 50 or over you can benefit from SAGA Home Insurance - a superior household insurance that's only available to mature, responsible people like you.

SAGA Home Insurance can offer you genuine savings over other policies, while giving you cover that fully protects your home and possessions.

The Saga Price Promise If you find another comparable policy at a lower price within 2 months of taking out SAGA Home Insurance, we'll refund you the difference.

SAGA
Services Ltd

Royal Service Ltd, FREEPOST 731
Middleburg Square, Folkestone CT20 1AZ

Saga Services Ltd would like to send you information about services provided by other Saga companies and may pass details to these companies to enable them to do so.

And why not ask us about our competitive MOTOR INSURANCE



- Exclusively for people aged 50 or over.
- Cover is comprehensive and low cost.
- Discounts for home security.
- Free pen with your quotation.

Call us today!

For your free no obligation quote simply call us on the number below. We will be pleased to answer any questions you have on SAGA Home Insurance.

0800 414 525
ext.3242

Lines open Monday to Friday
9am - 6pm, Saturdays 9am - 1pm

PAY LESS for what you say

NEW REDUCED PRICES!

London to USA ONLY 14p!

London to India ONLY 74p!

about 40% less

- Worldcall costs about 40% less than BT for international calls.
- Call anytime, to anywhere in the world
- Pay for what you say, with per second billing.
- Enjoy high quality digital connections from your home or business.
- It's simple - just dial Worldcall first.

All major credit cards accepted. *Prices inclusive of VAT

Call 0181 900 9990

& pay about 40% less than BT for international calls

Worldcall

pay less say more

Get
£300* BACK
For every £1000 you spend.

Call now for a warmer, quieter, more secure home.

Yes it's true! Spend just £1000 on any of Everest's range of replacement windows, doors and roofline products and we'll give you an amazing £300* back.

An offer that gives you even better value for money from the best known name in home improvement products.

You only fit double glazing once, so fit the best - Everest.

*Improvements of £300 paid only on each £1000 of expenditure. Not to be used in conjunction with any other offer. Different discounts apply to conservatories. Offer open for a limited period only.

Call Free 0800 010123 please quote ref JUS608

YES I'd like to claim £300* back for every £1000 I spend on replacement windows, doors and roofline products.

Everest
FIT THE BEST

Everest House, FREEPOST, Cuffley, Herts EN6 4YA.

Name Mr/Ms/Ms.
Home Tel No
Address
Postcode

LIMITED PERIOD ONLY

هكذا من الأصل

First Family runs risk of 'babygate' over wish to adopt

FROM MARTIN FLETCHER IN WASHINGTON

A FORTNIGHT after the Clintons said they were thinking of adopting a child, one small snag has arisen.

The President and his wife may have been running America for the past three and a half years, but it appears they could be deemed unsuitable parents for an adopted child.

That judgment would be made by a state-licensed social worker after subjecting the Clintons to an interrogation far more rigorous than any they have faced from the White House press corps. This "home study" could last 20 hours, absolutely no area of the First Couple's private life would be off-limits, and in several areas they could be found wanting.

Their age is the most obvious problem. President Clinton turns 50 in August and the First Lady is 48. Experts say most states have a cut-off age of about 40 for adopting healthy white babies because

demand far exceeds supply. That means the Clintons would almost certainly have to adopt an older child who may have physical disabilities or mental problems.

The second obvious question is whether the free world's leader and his whirling dervish of a wife could possibly give their adopted child the "quality time" and attention it required, especially if it was an older child with special needs.

Assuming he is re-elected, President Clinton could hardly take off the 12 weeks he is entitled to under the Family and Medical Leave Act he signed in 1993. Chelsea may be a delightful teenager and a credit to her parents, but her formative years were spent in the relatively laid-back surroundings of the Arkansas Governor's mansion.

Physically the White House is as secure as any building in America, but many would call

it an emotional madhouse. Mr Clinton has huge earning power, but his present job will last no longer than four more years. Neither he nor his wife have criminal records, but there are the small outstanding matters of Whitewater and the Paula Jones sexual harassment case to consider.

The social worker would also need to delve deeply into the state of the Clintons' marriage. The Clintons themselves have admitted problems in the past but insist they have worked through them.

Finally, there would be the issue of motivation. Mrs Clinton insists she is driven by altruism. The social worker would have to choose between that and the much more sceptical view of Mrs Clinton's motives being expounded by critics, who say this talk of adopting is no more than a cynical ploy to improve the Clintons' image before November's election.



A periodical cicada emerges on a branch in Hamden, Connecticut, yesterday

Cicadas start brief encounter

By QUENTIN LETTS

IT HAS the makings of a noisy June on America's East Coast, where the urgent mating of rare cicadas will reverberate through the air.

The periodical cicada, one of the oddest insects on Earth, is making its 17-yearly appearance. This cicada, a cousin of the common cricket, lives underground for 203 months before it emerges for a final month of frantic, cacophonous copulation.

People who remember the creature's last visit in 1979 say that the males' whirring courtship calls drowned out the sound of working lawnmowers, of dogs barking and motorists' horns. Children could not sleep and men went mad.

The black bugs survive for little more than two and a half weeks once they burrow to the surface after 17 years of preparation for their brief orgy. After mating, the females deposit 400 to 600 eggs inside tree branches and then, job done, they die.

The cicadas have appeared at Connecticut's Sleeping Giant State Park and will be studied closely by scientists.

SATURDAY
IN THE TIMES



1966 AND ALL THAT

In a collectors' issue of the Magazine, a celebration of English football's finest two hours

PLUS

Weekend, Car 96, Weekend Money, 1015 for young Times readers and Vision, the seven-day TV and radio guide

THE SEVEN-SECTION TIMES IS 40p ON SATURDAY

Lloyd Webber tunes up for \$78 Phantom fight

FROM JAMES BONE IN NEW YORK

AMID charges of plagiarism, Sir Andrew Lloyd Webber is suing a religious songwriter in America for the princely sum of \$78.09 (£52), about the price of a ticket to one of his hit Broadway shows.

The legal saga began in 1990 when Ray Repp, who composes contemporary liturgical music, filed a lawsuit claiming that Sir Andrew had stolen the main theme of *The Phantom of the Opera* from his 1978 song *Till You*.

Sir Andrew counter-claimed that *Till You* had itself been plagiarised from the number *Close Every Door* in his own *Joseph and the Amazing Technicolor Dreamcoat*, written in 1968.

A New York judge took the unusual step of throwing out Mr Repp's claim before it got to trial, finding that Sir Andrew had not heard *Till You*

before writing the famous "Phantom" theme in 1985.

Insisting that the "Phantom" theme was his song, however, Mr Repp decided to appeal and asked the court to dismiss Sir Andrew's counter-claim. But he now finds that the tables have been turned.

Apparently finding Sir Andrew's charge of plagiarism more credible than that of Mr Repp, Judge Shirley Wohl Kram has set a trial date of September 9 to hear Sir Andrew's suit.

The judge ruled that Mr Repp could easily have heard the popular *Close Every Door* before writing his own song and that the two songs "share several sequential notes as well as similar melodies, structure, rhythms and harmonies".

Although Mr Repp testified that he composed the song independently, Judge Kram found that he could have "subconsciously copied the musical and lyrical phrases at issue".

The \$78.09 that Sir Andrew is claiming in damages represents the total amount that Mr Repp earned from licensing and sales of *Till You*. But his lawyers say the real issue is the question of authorship.

According to the trade paper *Variety*, Sir Andrew has offered to drop the suit if Mr Repp forgets his appeal. But for now Mr Repp is pressing on. He cannot take his own case to appeal until Sir Andrew's has gone to trial.



Lloyd Webber: lawsuit on musical plagiarism

Candidate plucked from obscurity

FROM TOM RHODES IN WASHINGTON

THE career that has earned Dal LaMagna millions of dollars began in quite embarrassing fashion while he was sunbathing nude on a Californian rooftop in the 1970s and acquired some splinters in a sensitive area of the anatomy.

Bending over to view himself in a mirror, Mr LaMagna was struck by the thought that American tweezers simply were incapable of coping in such circumstances. In that moment the Tweezerman Corporation was born and its creator, who can now boast an annual turnover of \$15 million (£9.7 million), has never looked back.

Exhausted by the rapid sales of his eyebrow tweezers, rotary nose hair clippers and pinchless lash curlers, Mr LaMagna is now devoting his attention to other matters. The man about whom Long Islanders joke that he should form a splinter group, is hoping to become the Democratic candidate for Congress

from New York's third district and to unseat Pete King, the Republican most known for his sympathetic approach to Stan Fein.

Although Mr LaMagna's political experience has been limited to crusading against a local incineration plant, the plucky Tweezerman, as he is known, has found a sudden enthusiasm for all issues Northern Irish, will campaign against threatened welfare cuts and is thought by Democratic handlers to be their best hope in years.

"Tweezerman for Congress" advertisements are proving successful with regular readers of *Glamour*, *Self* and *Allure* magazines and Mr LaMagna has gained his first endorsement from Nailpro, a publication which he is certain will bring in the women's vote.

In fact, the candidature of Mr LaMagna, 49, represents a sea-change in American politics. Both parties favour non-establishment, self-financing candidates and more than ever there appears to be a proliferation of wealthier and wackier aspirants for Congress this November.

While the mantle of Washington outsider is important, the ultimate bonus is name recognition. And on Long Island, where his company produces "We aim to Tweeze", Mr LaMagna is approaching the status of minor celebrity.



WHY PAY UP TO £1,800 FOR AIR-CONDITIONING WHEN IT'S STANDARD ON ALL DAEWOOS?

Imagine having to pay extra just to feel comfortable in your own car during summer. Ridiculous. And that's exactly what we at Daewoo think, which is why we're the only mainstream car company with air-conditioning as standard across all our models. That means that you can have cool, clean air instantly no matter how hot it gets outside. And when you combine that with the fact that it filters the air, keeps a constant temperature in your car and stops your windows from steaming up we think you'll agree that all year-round, it's a pretty cool feature. Daewoo's prices range from £8,795 to £12,995 for the 3, 4 or 5 door Nexia or Espero saloon. Interested? Well, with our independent part exchange system, there's also never been a better time to have your car valued. For more information call us on 0800 666 222, or write to us at Daewoo Cars Limited, FREEPOST, PO BOX 401, Kent BR5 1BR.

AIR CONDITIONING AS STANDARD? THAT'LL BE THE DAEWOO

Russians take soft line with Nato

FROM BERLIN
BY ROGER BOYES

RUSSIA took Nato by surprise yesterday by signalling a more conciliatory approach to eastward enlargement and a readiness to deepen the talks with the alliance.

There was a hard edge to the overtures of Yevgeni Primakov, the Foreign Minister, but he still astonished alliance ministers here who were expecting a sabre-rattling pre-election speech.

Mr Primakov was taking part in a new forum — 16 Nato states plus Russia — under the umbrella of the alliance's spring meeting. He spoke in different tongues: tough but reasonable in the plenary session; hardline in his briefing for Russian journalists; prepared to discuss compromise during dinner with Javier Solana, the Nato Secretary-General. "The Russians are clearly adopting a more realistic attitude," a Nato official said. "They are playing it very shrewdly," a British source said.

The Russian minister complimented Nato on its communiqué, which made little mention of enlargement and a great deal of the need for dialogue with Russia and Ukraine. That Mr Primakov said, was a welcome sign that Nato was moving towards a multipolar world: in other words, Russia was no longer being treated as the enemy.

Russia was still opposed to Nato's eastward expansion — Poland, Hungary and the Czech Republic are likely to be the first new entrants — but seems to accept that its scope for influencing Nato was limited.

Brussels keeps up pressure over British beef crisis

FROM CHARLES BRENNER IN BRUSSELS

THE European Commission welcomed yesterday Britain's framework plan for phasing out the European Union beef ban, but insisted that for the scheme to pass the Government must produce convincing new proposals on eradicating "mad cow" disease and restoring public confidence.

Jacques Santer, the Commission President, gave its response to Malcolm Rifkind as the Foreign Secretary embarked on a tour of EU capitals to try to convince Britain's partners of the merits of its case. The Commission, which last week criticised Britain's blocking drive, said the framework plan "amounted to an opportunity to move along the path long advocated by the Commission".

Mr Rifkind and the Commission made clear, however, that given the mechanics of EU decision-making, the beef crisis would continue for weeks, if not months, and at least up to the Florence EU summit on June 21.

The Commission sounded a note of caution and puzzled British officials by insisting after Mr Rifkind's departure that Britain must still back up its latest plan with more stringent measures to eradicate BSE and restore confidence. "The ball is with the British," Mr Santer's spokesman said. Only an hour before Mr Rifkind and Douglas Hogg, the Agriculture Minister, had argued to the European media that Britain had done everything within reason to achieve both goals.

Mr Santer urged Mr Rifkind to "de-escalate" Britain's EU blocking campaign, noting that it had won its fight to have the ban eased on beef by-products. However, Mr Rifkind rejected any softening in the campaign. Michael Howard, the Home Secretary, in Luxembourg yesterday applied Britain's veto to at least

ten law-and-order measures due to have been passed at a ministerial council. Britain has now obstructed two dozen measures in the two weeks since the campaign of non-cooperation was launched.

After Monday's failure of EU ministers to endorse the move by the required majority, the Commission is due today to order the easing of the ban on gelatin, tallow and bull semen, with stringent conditions that will require compliance to be monitored. Spain's unexpected decision to vote in favour of lifting the embargo



Santer: plea to Rifkind

on British bovine by-products may have been taken in the hope of a future *quid pro quo* with Britain on fishing rights.

Germany, however, which remains fiercely opposed to lifting any part of the ban, said yesterday that some of its constituent states were likely to disobey the Commission's order to lift the by-products ban. As ministers in London welcomed the imminent raising of the embargo on beef by-products, John Major called for an early start to the gradual lifting of the export ban on British beef.

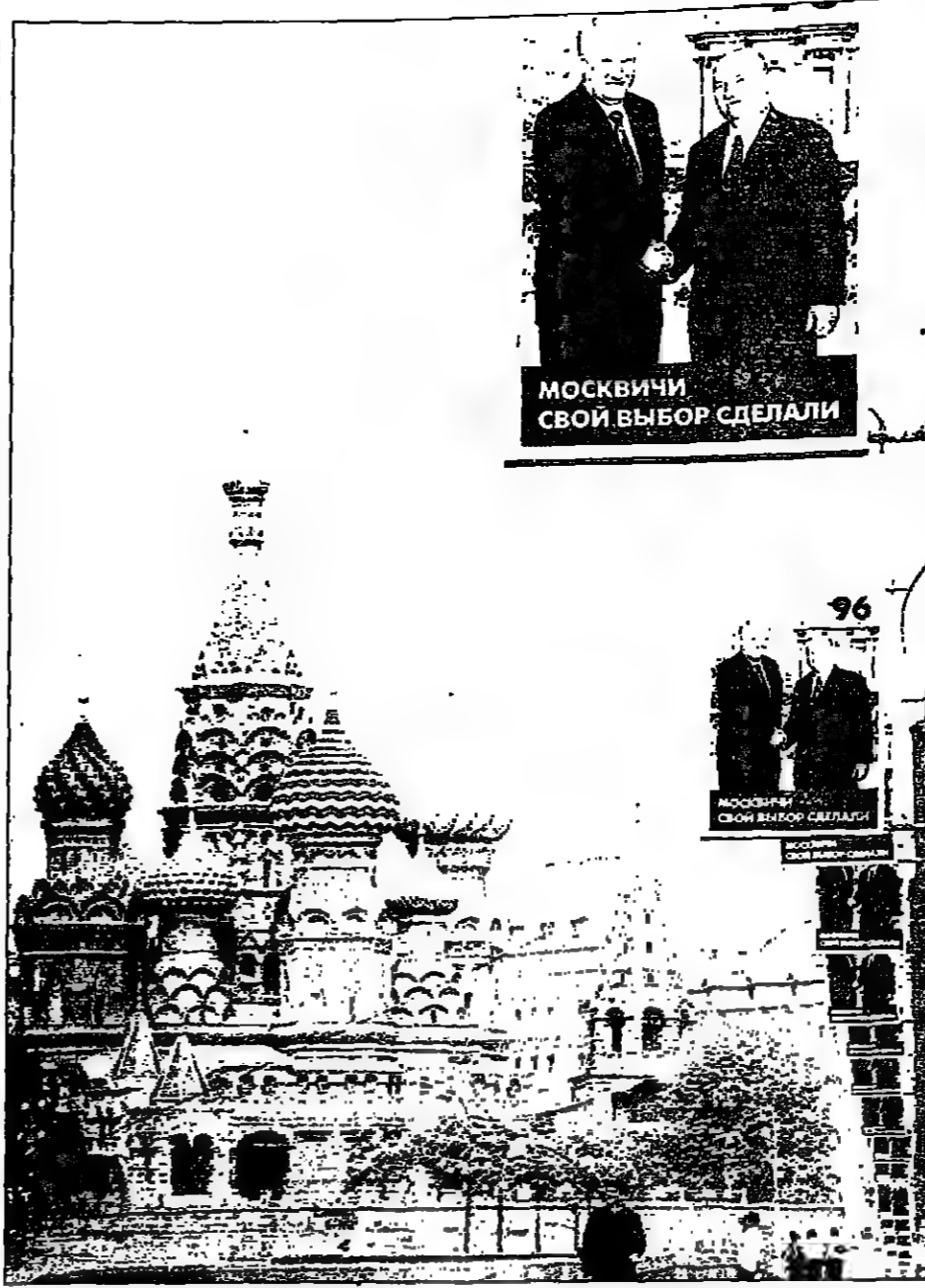
Much more complex is the machinery that must be put into motion to win agreement on Mr Major's overall framework. Amid much confusion yesterday, it emerged that Britain wants a general agreement among EU governments to give a mandate to the Commission to act as a referee over the implementation of the step-by-step timetable for phasing out the overall ban. No dates are attached to it.

A big hurdle is the necessity of putting all proposals to lift every separate aspect of the ban before the standing committee of national veterinary experts, which caused Britain so much trouble by resisting the relaxation on by-products.

Under EU rules, a qualified-majority vote must come from the veterinary experts before the 14 other governments can move to a political decision on the scheme. With continental governments insisting on the primacy of the scientific experts, there is a big risk that the British plan could be bogged down in the veterinary committee, which is due to start examining it within days.

Mr Hogg said Britain wanted governments to agree to give the Commission power to confirm whether conditions were satisfied for each phase of Britain's plan. "The aim is to get an agreed set of criteria." The first step in the phased plan is to end the ban on exports to non-EU countries. Then follows the exemption of grass-fed cattle from herds certified free of BSE.

After that, Britain wants agreement to the export of calves born after July 1, the date from which the strictest controls against the animal-based feed will be enforced. France added its voice to the chorus of European governments urging Britain to refrain from further blocking as the best way of reaching a compromise to end the crisis.



President Yeltsin's election posters adorn a bridge leading to Moscow's Red Square

Zyuganov courts rivals

FROM RICHARD BEESTON IN MOSCOW

RUSSIA'S Communist leader, Gennadi Zyuganov, yesterday held out an olive branch to some of his rivals in the presidential race, hoping to unite with them against President Yeltsin.

He was ready to offer "posts in the government to all those who represent the third force". The term is usually applied to three other candi-

dates: Grigori Yavlinsky, the liberal economist; Aleksandr Lebed, the popular retired general; and Svyatoslav Fyodorov, the eye surgeon. "We are holding intensive talks," Mr Zyuganov said.

Meeting in Nazran, the capital of Chechnya's neighbouring republic of Ingushetia, Russian and Chechen rebel negotiators

yesterday struggled to salvage their battered week-old peace agreement amid accusations that both sides had repeatedly flouted a weekend ceasefire. The two sides repeated their commitment to end the 18-month conflict, which is a vital part of President Yeltsin's re-election campaign. The discussions will continue tomorrow.

Australian MPs in gun law revolt

Sydney: Australia's new gun controls, which would ban automatic and semi-automatic weapons, caused political turmoil yesterday (Rachel Bridge writes). Several prominent National Party MPs threatened to defect if the laws were adopted.

Members at federal and state level of the party, which is part of the coalition Government, said the reforms could seriously damage their support. Every state has agreed in principle to the proposals.

Denktas plea

Nicosia: Raul Denktas, leader of the Turkish Republic of Northern Cyprus, called for talks with the south after a Greek Cypriot guard was killed by a Turkish Cypriot soldier.

Driver arrested

Washington: A lorry driver who has been transporting debris from the ValuJet plane that crashed in the Florida Everglades last month was arrested for keeping plane parts as souvenirs.

Burma warning

Rangoon: Hinting at a fresh crackdown, the Burmese press said the party of Aung San Suu Kyi, the pro-democracy leader, could be banned if it carries out its plans to draft an alternative constitution. (AP)

Havel attacked

Prague: President Havel was criticised in the Czech press for not reappointing Vaclav Klaus as Prime Minister after inconclusive elections. The daily *Mlada Fronta Dnes* said delay could be harmful. (Reuters)

Auschwitz order

Warsaw: A Polish provincial governor has renewed an order halting the building of a shopping centre near the Auschwitz death camp after the developer resumed work without permission. (Reuters)

Crew unhurt after Japan destroys US navy aircraft

FROM ROBERT WHYMAN IN TOKYO AND MARTIN FLETCHER IN WASHINGTON

JAPANESE naval gunners accidentally shot down an American aircraft during a joint annual exercise in the Pacific. Japanese defence officials said yesterday. An apology offered by the Japanese Government to the White House was immediately accepted by President Clinton.

The 4,200-tonne Japanese destroyer *Yuguri* was training its guns on a target drone being towed by a US Navy A6E Intruder attack plane from the aircraft carrier *USS Independence*, but hit the plane itself. The Intruder crashed into the sea, but the crew of two escaped without injury.

They were rescued by a small craft from the *Yuguri* and returned by helicopter to the *Independence*. The Japanese Defence Agency immediately informed Washington of

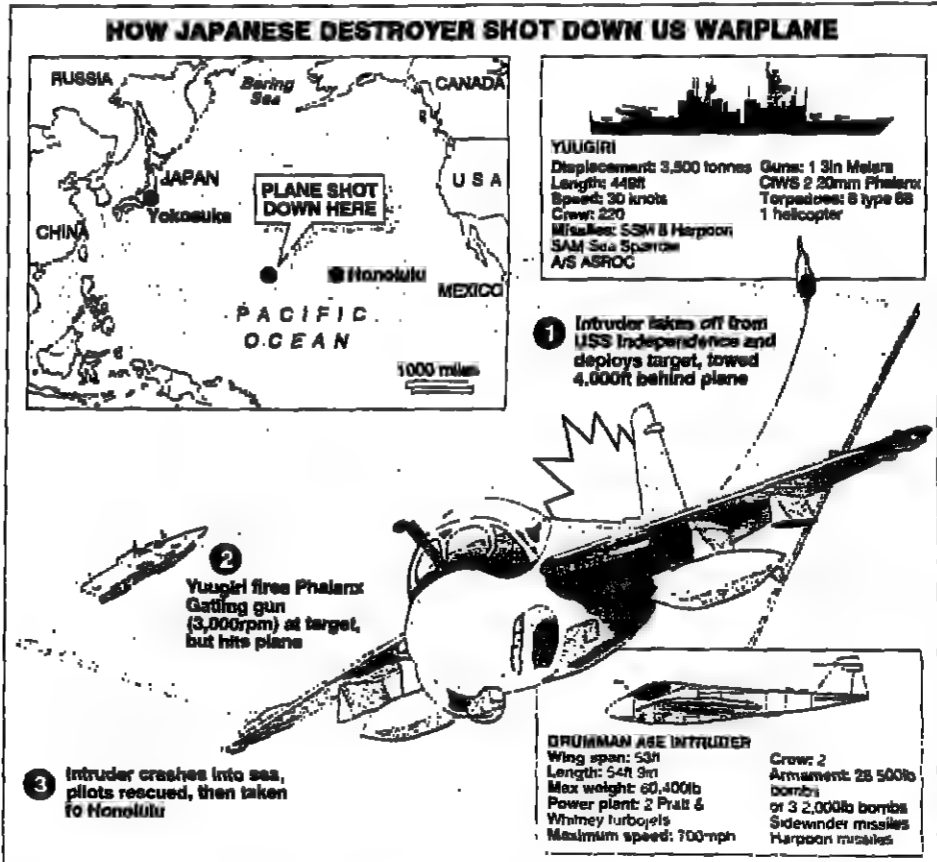
the accident and stopped the use of live ammunition. A White House spokesman later said that President Clinton had accepted "the gracious expression of regret by the Japanese Government".

The Pentagon, sensitive to recent strains in America's military relationship with Japan, also played down the incident. "It's a unique and unfortunate accident, but it's not a tragedy because we recovered both crew members in good condition," a US Pacific Fleet spokesman said.

The *Yuguri* was one of an eight-vessel Japanese Navy contingent taking part in Rimpac (Rim of the Pacific) manoeuvres in which ships from six countries act out combat scenarios. The mishap occurred about 1,550 miles west of Hawaii on Monday. Japanese officials were at a

loss to explain how the incident occurred. "We still do not know the cause of the accident," a senior Defence Agency official said in Tokyo last night. At a separate news conference, Hiroshi Hashimoto, a Foreign Ministry spokesman, said that Japan was urgently investigating. "We must find the cause of the incident at once and make sure it does not happen again," he said.

This was the second incident in less than a year in which Japan's military have shot down friendly forces by mistake. Last November a Japanese Air Force F15 fighter shot down another F15 during a mock air battle off the Japanese coast. In that incident an armed air-to-air Sidewinder missile was accidentally launched by the firing aircraft.



Last round-up for man branded West's greatest rustler

FROM QUENTIN LETTS IN NEW YORK

MID-WESTERN ranchers are now sleeping easier since America's greatest cattle rustler announced his retirement.

"Gentleman" Roger Alan Marlow, 62, the Jesse James of the bovine world, has hung up his lasso and taken a job on a building site in Little Rock, Arkansas. Wearing his foreman's hard hat, he declared: "My rustling days are history."

It marks the end of an extraordinary 30 years of crime, when cattle owners from Texas to Kentucky opened their curtains to discover that precious herds had disappeared overnight. All that remained was

Marlow's signature in the dust: a single set of footprints and the tracks of tyres which he changed after every raid.

He was a Raffles-style rustler. Sheriff Quinn Escue, of Leitchfield, Kentucky, who had the rare honour of apprehending the soft-spoken Marlow, yesterday called him: "One of the nicest guys I've ever arrested, a gentleman. He was enjoyable to talk to."

Marlow was bold and cool. He once stole cattle from the federal penitentiary herd at El Reno, Oklahoma. The prison governor was furious. Another time, stopped by a policeman about a broken light, Marlow returned his load of stolen cattle to the field he had just pilfered

in case the officer remembered his face. Six weeks later, he cheekily returned to re-steal the beasts.

Sheriff Escue said: "He was the last of a breed unique. He knew how to handle cattle and worked quickly and quietly. Men reckoned he could empty a place of cattle in ten minutes."

The sheriff got lucky one night in 1991 when a rancher, Thomas Bratcher, chanced upon a wire fence that had been cut. Mr Bratcher, his son and a friend, got their guns and prepared an ambush. When the ace rustler arrived after dark they let rip with their firearms and Marlow was lucky to survive. But the night saw him in the local jail and he was later sentenced to three years. In

Marlow's bullet-riddled pick-up, police found a map of the United States which outlined his rustling career. His travels had ranged from Russell, Kansas, the home of Bob Dole, the Republican presidential challenger, to Beaver City, Nebraska, where he had his six farms in a short spell.

In 1983, during an earlier tangle with the law, Marlow estimated that he had stolen 4,000 cattle, then worth about \$1.5 million (£96,000). He set himself goals, and probably went on to add comfortably to that aggregate.

Chumpy Cates, a Texas Ranger interviewed by *USA Today*, said Marlow was the "smoothest rustler I ever saw". He drove Marlow to various courts in the Mid-West, and

trusted the Gentleman Rustler enough to allow him to drive the car while Mr Cates slept. Marlow would recall how as a boy he learnt the rudiments of roping, and how he would ride "fence lines", scouring the landscape for fat, preferably unbranded, herds.

The International Association of Livestock Theft Investigators says 7,448 cattle were reported stolen in 1995, an increase on 1994. However, Sheriff Escue said that rustling was on the decline, perhaps owing to a slump in the livestock market.

Marlow was unique in that he operated alone, and was so uncommonly civil. The sheriff concluded, with almost a tone of regret: "I don't expect to see his like again."

She has no-one to turn to but you. Don't let her down.

For Nizku, life is harsh. Frail and alone, she recently had to give up her work because of falling health. With no family to look after her, and no money, Nizku can't afford the medicines she needs, or even a proper meal.

Yes, for just over \$4 a week, you can change all this. By sponsoring someone like Nizku, you can buy her the basics of life, such as food, medicine and clothing.

What's more, your money will support other vital projects to improve life for entire communities.

To find out more, clip the coupon now and post to: Mrs Helen Elggs, Adopt a Granny, Help the Aged, FREEPOST, London EC1B 1JY.

Yes, I'm interested in sponsoring an elderly person. Please tell me what I can do.

Mr / Mrs / Miss / Ms
Address
Postcode Tel No.

Send to: Mrs Helen Elggs, Adopt a Granny, Help the Aged, FREEPOST, London EC1B 1JY.

Or phone 0171 255 0855

Adopt a Granny Registered Charity No. 272728

If you see a mechanic under a Daihatsu Fourtrak, call an ambulance.

The Daihatsu Fourtrak. Reliable enough to carry a three year unlimited mileage warranty. Dependable enough to be rated Top 4x4 in Top Gear's 1996 Customer Satisfaction Survey. Yet reasonable enough to start at just £14,497 on the road. Great news for everyone except mechanics. For more details call 0800 521 700.



For more information on the Daihatsu Fourtrak, call free on 0800 521 700, or send this coupon to Daihatsu Information Services, FREEPOST 506, Sandwich, Kent CT13 9BP.

NAME _____
ADDRESS _____
POSTCODE _____
TEL NO. _____

DAIHATSU
FOURTRAK

هكذا من الأصل

Bosnia struggles to heal mental scars of combat veterans

FROM ANTHONY LOYD IN BIHAC

THE landlord refused Saba entry to his club and after a short fight Saba pulled a pistol, shot him, walked nonchalantly to the bar, perched on a stool and ordered coffee.

He had just been demobilised from the government army and, having never had a problem in getting a drink while the war raged in Bosnia, he was angry at the landlord's attitude.

The wounded man staggered outside into the darkness, bleeding from multiple gunshot wounds, as a shaking barman produced coffee. Silent moments passed until four policemen arrived.

"I went to the hospital to apologise to the man," said Saba, on "bail" after three nights in jail. "He was attached to a bleep machine. Man, you should have seen those bleeps speed up when he saw me walk through the door. But you know how it is. The guy was always polite to me when I was a soldier, going to places he never had to. Then I get demobilised, there is no work and I find this rich bastard who never suffered giving me a hard time. So I flipped. What did he expect?"

I always liked Saba. Al-

though I had not seen him since last autumn, when we had found ourselves running together after his brigade was routed by a Serb counter-attack in the closing days of the war, he was brave, amusing and a good fighter. It is only now when I look into his eyes that I notice their frozen stare, and the strained lines on the young skin beneath the collective legacy of his war experience.

The thousands of demobilised Bosnian soldiers returning to civilian life are bringing more than just war

Nato patrols to cover Pale

Berlin: General George Joulwan, the Nato commander, has ordered the alliance-led patrols in Bosnia-Herzegovina to carry out more aggressive patrols that could lead to the arrest of war criminals, the US State Department said.

Nicholas Burns, of the State Department, said the Nato patrols would cover for the first time the Bosnian Serb stronghold of Pale. (Reuters)

stories home. Post-traumatic stress disorder became a buzz phrase among psychiatrists after the Vietnam War to describe the multitude of symptoms manifested by ex-servicemen on their return to America. The character of Bosnia's war was just as destabilising.

Fought on home ground among people of similar ethnic groups, between deeply entwined communities and against a backdrop of brutality and hatred, the war in Bosnia-Herzegovina has produced a traumatised society whose problems are only just beginning to come to the surface in the wake of the Dayton peace accord. Surveys of patient records in Bosnia suggest that trauma is multi-generational: children born after that conflict to adults involved in the fighting were prone to a higher occurrence of mental problems in later life than their peers elsewhere.

As in the case of so many other Communist countries, mental health care in the former Yugoslavia was oppressive and austere. Unless the symptoms became chronic, in which case they were committed to asylums, pa-



A Bosnian soldier, showing signs of battle stress, sits apart from his companions as he waits for transport home to Bihać

tients remained unheard and untreated.

In order to pre-empt an explosion of chronic trauma cases in Bosnia, the World Health Organisation (WHO) is working with the Bosnian Ministry of Health to train and set up community-based teams of specialists.

"We are aiming to stop their symptoms becoming chronic,"

Dr Faruk Tabakovic said, "and to resocialise those already with chronic symptoms."

Dr Tabakovic, the leading psychiatrist in western Bosnia, wants his patients to seek immediate counselling with local representatives, many themselves directly acquainted with war trauma.

His cases reflect the multi-faceted horror of the war. Out-

side Dr Tabakovic's office waited an array of shattered-looking patients, among them a staring soldier haunted by the visions of his dead childhood friend who, killed in the trenches by a sniper, fell back on the soldier pinning him to the soil and drenching him in blood. Another of the doctor's cases involves a Muslim man purged from his home in Bar-

ja Luka whose flashbacks recall the time he was shown the bodies of murdered neighbours held up to his window.

Saba, it seems, is little different from many other soldiers of his type. "Many of the best soldiers, who never suffered hallucinations or paranoia and who were good in a social context so long as the war went on, have become

chronic patients since the peace," Dr Tabakovic said.

Perhaps it is unsurprising then that among many civilians and soldiers there is a wish for the war to continue. "This is normal too, the doctor adds. "From Vietnam through to Israel, the testimonies are the same: there are so many people left wishing 'Oh God, let the war continue.'"

Paris Mayor in scandal over flat for son

FROM BEN MACINTYRE IN PARIS

THE Mayor of Paris ordered the renovation of a city-owned flat for his son at a cost of more than £200,000 when he was head of the capital's public housing office, a former city official claimed yesterday.

The Mayor, Jean Tiberi, is only the latest in a string of senior French officials to become embroiled in scandal over city housing. The allegations are particularly damaging since M Tiberi has been among the most vigorous critics of officials who use their positions to obtain cheap and lavish living quarters.

François Clotina, the former deputy director of the city's public housing office, who is under investigation for influence peddling, told a Paris judge that in 1989 M Tiberi ordered exten-

sive building work on a flat earmarked for his son, including the installation of expensive marble flooring.

The Mayor's wife supervised the renovations before her son moved in. M Clotina told *Le Monde* newspaper. He said the work cost "more than a million and a half francs".

At the time, M Tiberi was president of the housing office, a post he had held since 1977, and Deputy Mayor under Jacques Chirac. After M Chirac was elected President last year, M Tiberi succeeded him as Mayor.

M Tiberi's son, Dominique, moved into the five-room apartment on Rue Censier in the fifth arrondissement on the exclusive Left Bank in 1989. His rent was just 6,000 francs (£800) a month, approximately a third of the current market rate. In March, the Association in Defence of Parisian

Taxpayers filed a complaint alleging that the allocation of a reduced-rent flat to Dominique constituted an illegal conflict of interest on the part of his father.

But at the end of April Gabriel Bestard, the Paris prosecutor, ruled there was no case to answer. Dominique, who is chief of staff to Roger Romani, the Minister for Parliamentary Relations, moved out of the property last year.

M Clotina said it was "common knowledge" in the housing office that secret payments were made to M Chirac's neo-Gaullist RPR party through Jean-Claude Méry, a businessman and former member of the party's central committee.

He also said that "for years" a system of fraudulent housing deals had been in operation at the public housing office.

The Mayor's office yesterday denied all the allegations and said the work on Dominique's flat was costly because it involved restructuring the property to create two separate apartments.

Judge Eric Halphen, the head of a corruption probe into the city's public housing system, may now extend his investigation.

The city of Paris owns some 1,300 apartments, many in the most fashionable areas. Earlier this year, after a spate of housing corruption scandals, M Tiberi announced that many of the properties would be sold to put them out of reach of officials.

Alain Juppé, the Prime Minister, was forced to move out of his city-owned apartment on the chic Rue Jacob last year after the Paris prosecutor found him guilty of a conflict of interest.

Bucharest poor snatch poll advantage from Nastase

FROM SEAN HILLEN IN BUCHAREST

ILIE NASTASE, the former tennis player, failed yesterday to become Mayor of Bucharest. The multi-millionaire now faces a run-off election on June 16 after losing by seven percentage points to Victor Ciorbea, of the opposition Democratic Convention.

Mr Nastase, who has investments in Romania, is supported by the ruling Social Democrats. He led in early voting but his advantage slipped away as counting continued in the poorer parts of Bucharest. Some commentators say many voters consid-

ered that he represented the interests of former Communists who are now leading businessmen in Romania. Mayoral rivals also accused him of living well in Paris, where he has a home, while fellow Romanians did fighting Stalinism in Bucharest.

Mr Ciorbea said: "I'm delighted that people living in Bucharest recognise what Mr Nastase stands for."

Mr Nastase said: "I still feel that I'm the best man to represent Bucharest and bring it alongside the international community."



Nastase: early lead

Fly to

Barcelona or Nice

From **£49** Single + tax

easyJet

0990 29 29 29

Also:

Amsterdam From **£35** • Scotland from **£29**

easyJet

Affordable as a pair of jeans

Atol 4053

OUR BEST VALUE. YOUR BEST CALL.

You can rely on Gateway 2000 for tremendous value, take our PS-100 Multimedia PC. Amazing technology at a price you'll love, and fast and powerful enough to tackle almost any task thanks to its 850MB EIDE hard drive. Call us today and enjoy fantastic value for money.

As America's largest direct PC manufacturer and one of the fastest-growing PC companies in Europe, we give you more PC for fewer ££s, award-winning technology, and the finest service and support.

All Gateway 2000 systems come pre-loaded with Windows® 95 and the PS-100 Multimedia includes MS Office Pro 95 and MS Encarta '95 (US version). Best of all, Gateway 2000 PCs come with a 30-day money-back guarantee, free telephone support for hardware and software for as long as you own the system, and 1 year's free maintenance at either your home or office.

Visit our new showroom!

For details of our full range, call us free or call in and see us. Our new showroom is now open at 10 Bedford Street, Covent Garden, London.

PS-100 MULTIMEDIA

- Intel® 100MHz Pentium® Processor
- 16MB EDO RAM
- 256KB Pipeline Burst Cache
- 3.5" Diskette Drive
- Eight-Speed CD-ROM
- Western Digital® 850MB 11ms EIDE Hard Drive
- Creative Labs Vibra Sound Card & ALC Lansing ACS40 Speakers
- STB 2MB DRAM, 64-Bit Graphics Accelerator
- 15" Vivitron® Colour Monitor
- Desktop/Mini Tower Case
- 105 Key Keyboard
- MS Mouse
- Microsoft® Windows® 95
- MS Office Professional® 95
- MS Encarta® '96 (US Version)
- 3 Year Limited Warranty

£1199 (£1438.20 inc VAT and Delivery)

GATEWAY2000

"You've got a friend in the business."

0800 74 2000

Gateway 2000, Clonsilla Industrial Estate, Dublin 17, Ireland.

Configurations and prices are subject to change without notice. ©1996 Gateway 2000 Europe. Copyrighted, trade and service marks of Gateway 2000, Inc. The Intel Inside Logo, Intel, Pentium and Celeron are trademarks or registered trademarks of Intel Corporation. Industry standard practice is to measure speakers using the CTR spec. Actual speaker area can be approx. 1.2" dia.

The cult of compensation

The growing tendency to rush to the courts for financial compensation for every loss is both dangerous and wrong



Nigella Lawson

There is something particularly heartbreaking about the deputation Sandra Sullivan led to Downing Street yesterday. Mrs Sullivan's daughter was murdered by a schizophrenic patient at the hotel in which she worked and her mother feels passionately that she — and other members of similarly bereaved families — should have a say in when the murderer is released.

One so understands why she feels that, but she is still wrong. There is no denying that newspaper and television reporters have been irresponsible in covering a violent crime or a murder — all too often a journalist will show a microphone at the victim's relative and ask him or her to pronounce on the sentence the culprit has received.

Almost inevitably, this poor



The heartbreak of Hillsborough: families of those who died in the disaster are outraged by the compensation received by policemen who witnessed it

person will feel that the judge has been too soft and that justice has not been done. And journalists often seem to collude with interviewees in concluding that, for justice to have been done, the judge would have had to carry out the wishes of the victim or survivors.

But such wishes cannot be met. It is an unfortunate truth that natural justice cannot always be reconciled with the workings of the judiciary. This does not mean either is wrong, but that their aims must be different.

There is a reason we have a system of judge and jury: a desire for revenge, an instinct for it even, may be part of the human condition, but civilisation requires that society be protected and distanced from it.

In the same way, it cannot really be to the point that the families of

those who died in the Hillsborough disaster are outraged by the compensation payments received by the policemen who witnessed it. Of course one can understand why the decision appears so brutal and unfair to them — but what they feel might be owing to them is a separate issue.

Even if one wanted to draw a parallel between the two parties — police and victims' families — there are uncomfortable truths to accept. To compensate someone for a bereavement is, in a sense, to try to put a price on a person's life; to compensate someone for becoming unfit to work is to put a price on the living he can earn for himself.

And so, for all that it seems cruel that an unfit policeman should be accorded more recompense than a bereaved family, there is thus a

logic in the decision. But then it gets complicated: a parent whose child was so horrifically killed might be made just as incapable of holding down a job; their trauma is undoubtedly the more poignant, so why should the repercussions of that trauma be deemed to be any less?

Although it is easy to trot out glibly that a policeman enters the force willingly, and that those in the emergency services might expect to witness horrors in the course of duty and therefore it is madness to compensate them for their suffering, it is impossible to read some of those policemen's accounts of what they had to deal with at Hillsborough without being as shocked as one is sympathetic. To jeer at those men who underwent such a ghastly experi-

ence is worse than cruel, it is barbaric.

But should we accept that they should be compensated? It is not as if there haven't been certain complaints about police behaviour that day; perhaps the torment of those who saw what they saw is partly tinged with guilt.

That's not to say such guilt is justified — those who lived through the First World War, witnessing the horrors of the trenches, felt such guilt — but perhaps we have to learn to accept that certain suffering is unassuageable; there can be no compensation, and a pecuniary one is particularly inappropriate.

For all the foreboding, however, I do not feel that the police have been motivated by venality or indignant self-pity. I don't think they have just decided to go for what they can get. But that is exactly what

everyone else seems to be doing now. Even people who would once have sneered at this transatlantic behaviour.

I know one person who tried to get £5,000 to compensate her for the awful noise some rich neighbours made round the clock while they were improving their home. One sympathises, but it's still greed. The noise, the dust, the irritation cannot be made to disappear retroactively.

That is a piffling example perhaps, but it shows how far the compensation culture extends. Rather more serious, and disgusting, is the story of a woman who was told, at an antenatal scan, that her baby had died.

This must have been hideously traumatic, but there is a happy ending: the hospital turned out to be wrong and now this woman has a healthy child. But is she happy?

Flavour of nonsense

WHAT on earth was the Commission for Racial Equality doing backing an orthodox woman's case against Marks & Spencer? On the other hand, why even ask?

It was the same commission, I believe, that supported an Irishman against a colleague who called him an Irish prat or somesuch.

The M&S case, which — reason having prevailed for once — the tribunal threw out, centred upon a woman who kept kosher but who nonetheless wished to work as a food technologist.

This is an elaborate term for someone who tries out a dish and then works out a recipe for it. In other words, the basic requirement of the job is that you eat. M&S reasonably stipulated that those on restricted diets would not be suitable for such a post.

The woman was therefore not considered eligible. But quite how she works out that M&S — of all firms — was being anti-Semitic is beyond me. This goes beyond stupidity. We are all entitled to eat what we wish and not eat what we don't wish, but no one else should be obliged to change their behaviour on our account. We cannot always be at the centre of other people's universes.

But the thing that gets me is the lady's remark that in order to judge food you don't need to taste it. One would hope that would have disqualified her from a catering job in the first place.

Is she celebrating? No: she's suing for compensation.

A man who was wrongly diagnosed HIV positive is contemplating suing for compensation, too. What kind of reaction is this? Someone tells you that you do not carry some life-threatening virus and you sue?

Likewise, I heard that the family of someone mistakenly pronounced dead by a GP is considering pressing for damages. Frankly, I'd rather be told that my mother was dead when she was alive than the other way around. There's something so peculiarly upsetting about such bleats for compensation. It is not so much, as a judge complained recently, that the notion of simple bad luck has just gone out of the window, but that some people don't seem to understand when they've had good luck.

NOWHERE is the rise of the meritocracy more apparent than in the fields of medicine, literature and the law. All three professions boast people of influence and power who have got there without the benefit of a title or an inheritance. But some are destined to move in different social circles to others, except in medicine, where there is little evidence yet of any whose social stars have waned.

In the field of medicine the front-runners are: Professor Sir Magdi Yacoub Heart/lung transplant pioneer. Lord Professor Robert Winston: Director of Britain's largest IVF clinic. Professor Sir Roy Calne Liver transplant surgeon. Professor John Goldman Leukaemia expert.



90s guide to HIGH SOCIETY

MEDICINE

Sir Richard Bayliss
Former physician to the Queen.
Professor Michael Baum
Cancer physician specialising in breast cancer.
Sir Terence English
Former heart surgeon. Now President of the BMA.
Anthony Silverstone
Consultant obstetrician and gynaecologist.
Professor Nicholas Fisk
Professor of Obstetrics and

Gynaecology. Specialist in foetal medicine.
Dr Christine Lee
Consultant haematologist.
Nicholas Broad
Consultant plastic and reconstructive surgeon.
Roger Kirby
Consultant urologist. Specialist in interventionist/laser surgery of prostate.
Dr Ursula Lloyd
Consultant obstetrician and gynaecologist.

Dr Raymond Brettle
Leading HIV/AIDS practitioner.
Dr Anthony Goldstone
Adult leukaemia specialist.
Professor Lewis Spitz
Known for all types of paediatric surgery.
Professor Natar Mallik
Kidney specialist.
Dr Barry Lewis
Consultant paediatrician who helped deliver the Duchess of York's daughter, Princess Beatrice.
Anthony Kenney
Consultant obstetrician and gynaecologist.
Yvonne Moores
Chief nursing officer and director of nursing, Department of Health, since 1992.
Christopher Colton
Consultant orthopaedic surgeon.
Timothy Collart
Former consultant obstetrician and gynaecologist.

WAXING
Sir Thomas Bingham, Lord Chief Justice.
Lord Woolf, Master of the Rolls.
Lord Hoffmann.
BARRISTERS
Lord Irvine of Lairg (Shadow Chancellor).
Cherie Booth, QC.
David Pannick, QC.
Anthony Grahame-Smith, QC.
Jonathan Sumption, QC.

LAW
Anne Rafferty, QC.
Helena Kennedy, QC.
Michael Beloff, QC.
Charles Falconer, QC.
Stephen Richards.
SOLICITORS
Anthony Julius.
Michael Napier.
Martin Mears.
Fiona Shackleton.
Lesley MacDonagh.
David McIntosh.

WAXING
Lord Mackay of Clashfern, Lord Chancellor.
Sir Nicholas Lyell, QC, Attorney-General.
Roger Pannone, solicitor, former president of Law Society.
Tony Holland, solicitor, former president of Law Society.
Barbara Mills, QC, Director of Public Prosecutions.

READ
Will Self, novelist.
Helen Dunmore, novelist.
Melanie McGrath, non-fiction.
Sebastian Faulks, novelist.
Richard Braithwaite, novelist.
James Hince, novelist.
Alain de Botton, novelist.
Nick McDowell, novelist.
Claire Messud, novelist.

BOOKS

Kate Atkinson, novelist.
Martyn Bedford, novelist.
Philip Heather, novelist.
Irvine Welsh, novelist.
Erie Lomax, non-fiction.
Tim Winton, novelist.
Rachel Cusk, novelist.
Simon Armitage, poet.

Glyn Maxwell, poet.
Louise Doughty, novelist.
UNREAD
Margaret Drabble, novelist.
Doris Lessing, novelist.
Martin Amis, novelist.
James Kelman, novelist.
Brian Moore, novelist.
V.S. Naipaul, novelist.
Bret Easton Ellis, novelist.

From just £36

the RAC covers you in any car.

From just £36 for a full 12 months' cover, no one offers you more security on the road than the RAC.

■ **RAC Rescue covers you, not your car.** So now you can call on us whenever you need fast roadside assistance, even when you're simply a passenger in someone else's car.

■ **Roadside Rescue.** In more than 8 out of 10 cases, our patrols can fix cars on the spot. Otherwise, they'll tow you to a nearby garage, free of charge.

■ **Accident Service.** A replacement car, free legal advice, plus we'll deal with your insurers.

■ **Theft and Vandalism Cover.** If your car's stolen or can't be driven because of vandalism, we'll remove it to a nearby garage or secure area.

■ **Battery Assist.** A new battery on the spot.

Whatever service you use, callouts and our labour are free — you only pay for parts.

You can also tailor your cover to meet your needs, with the option to take out Joint and Family Cover or add our 'At Home' service.

Don't wait until you break down. Find out how to join the RAC today.

PHONE FREE TODAY ON
0800 029 029
OR INTERNET
<http://www.rac.co.uk/>

AND QUOTE

FREE
RAC ROAD ATLAS
RRP £8.99



YES — I want to join the RAC.
Please tell me how I can join from just £36*

Name/Initials

Address

Postcode

Telephone

Send to: RAC Rescue, FREEPOST,
Bristol BS38 7AU. (No stamp needed.)

*RAC costs £36 if you pay by Credit Card Authority or Direct Debit. Cash payment price is £41 and discount applies to your first year's membership only. All prices include an enrolment fee. Please Read our Membership — Friday 8am — 8pm — 24 Hours — 24 Hours — 24 Hours — 24 Hours.

ST0000000000000000

RAC

you can even
get it in
Tesco

Alan Coren



■ Why is it that my Air Miles won't fly me anywhere I want to go?

What a great pity it is that there is no longer an airport at Cricklewood. Had it not been peremptorily shut down in 1920 after one of its two Handley-Page four-seaters failed on take-off to clear the chimney of Number 6, Basing Hill, thereby notching up the first fatal casualties in civil aviation history, I could have flown into it yesterday afternoon, absolutely free. Mind you, in order to do that, I should have had to leave my car in the preposterously pricey Heathrow car park, something of a false economy, to say nothing of the cost of having to go back to get it after I had landed at Cricklewood, because it was only by having the car there in the first place that I would have been able to fly to Cricklewood free.

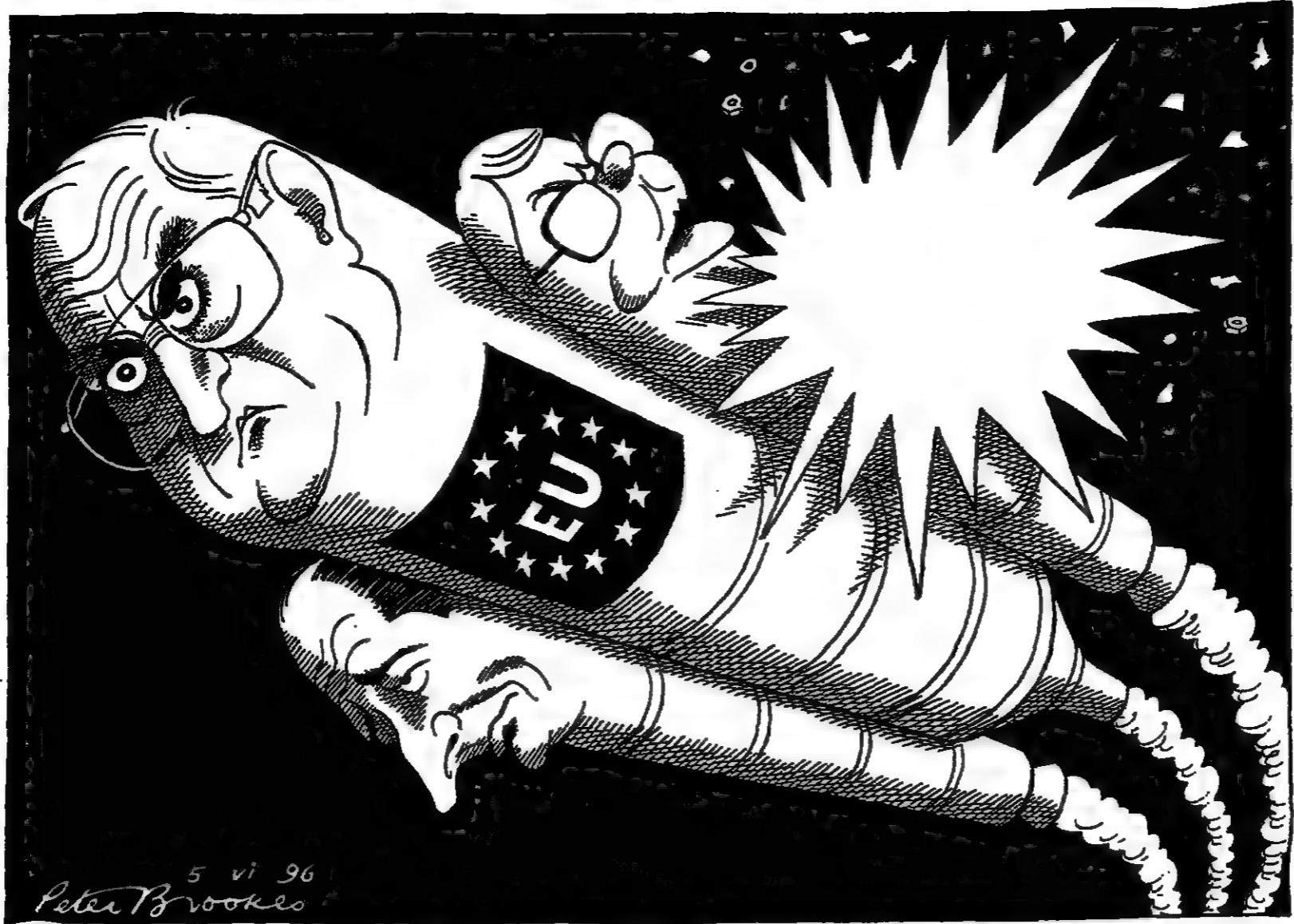
Here — hang on, don't rush off, you know my methods, the point is coming — is what happened: yesterday I flew from France into Heathrow, collected my car from the car park, drove out onto the A4, saw my fuel-light flickering, pulled into a Shell station, filled the tank, settled the bill, and was told that this settlement entitled me to 12 free Air Miles. Do you know what 12 Air Miles is? It is the point you have all been waiting for. It is the exact distance between Heathrow and Cricklewood. But for the unfortunate mishap of 1920, I might, yesterday, have driven back from the filling station to the airport, parked the car again, and flown home.

Crazy? Of course. Crazy lies at the very core of the Air Miles concept. One day, everyone flying in aeroplanes will be doing it on free Air Miles, and they will all be crazy, because that is what collecting free Air Miles will have done to them. They will be flying just because they have collected enough Air Miles to do it, and they will be flying to places they do not want to go to, because the best free Air Miles deals you get are, of course, to destinations that nobody would fly to unless they were flying there free: and compounding the craziness will be thinking about all the stuff they have left behind at home which they had to buy in order to get the free Air Miles that were being given away with them. You can see the craziness already, in people's eyes, when you ask them why they have bought a gazerbo, or an electronic harp, or a course of fencing lessons, and they start wittering on about the free Air Miles they got.

No more conducive to sanity are the Air Miles you didn't seek. I have never sought an Air Mile, but they keep coming, willy-nilly, they come when I pay my BT bill or my American Express account, they come when I buy this or that, when I eat or drink or stay here or there, they come when I send someone a birthday bouquet: a bunch of 30 mixed carnations from Flying Flowers, say, brings you 36 Air Miles, you could fly from Cricklewood to High Wycombe, airports permitting.

Airports permitting is very important. It is part of the craziness. It is the part of the decision as to when to cash in your Air Miles. Because I do not seek them, I do not have many, fewer than 300, and when I look at a map I realise how few places have airports I can fly to on a return trip. I do not want to go to Ipswich and back. I wouldn't mind flying to Barrow-in-Furness, never been there, but that is nearly 300 miles one-way. I should have to take up residence there and start buying things I didn't want in order to get home again. So shall I stay in Cricklewood, making thousands of unnecessary BT calls, filling my car with Shell and driving about to use it up, buying Allied Carpets (one mile for every £1 spent) and Amega conservatories (250 miles for every £1,000), getting injections at British Airways Travel Clinics (one mile per fiver), and sending orchids to everyone I know until I have enough Air Miles to go somewhere really ace?

I may have to. My marriage may depend on it. Because my wife has a NatWest Visa card, buys nothing without it, has a drawl of miles. I catch her looking at travel brochures, sometimes. She could go to the Bahamas tomorrow, she could be off to Bali on the morning flight, but me? All I could do would be to drive her to the airport, fill up on the way back, and get 12 miles closer to Barrow-in-Furness.



No surrender to Sinn Fein

The unimaginable is happening: I have some sympathy with Ian Paisley. He has more right to be heard than Gerry Adams

I doubt if these people can ever be taught to govern themselves. It is contrary to the genius of their race, to what we know of their past history and to tendencies created by their religion. What suits them is a mild but equitable despotism. This gloomy dispatch was sent exactly a hundred years ago by Sir Frederick Weld, Governor of the Straits Settlements of Malaya. Free from British rule, Singapore and Malaysia are now among the most prosperous places on earth.

A similar paternalist gloom emanates from the British Government offices on the damp Stormont hill outside Belfast. From its ramparts the Province's troubles seem intractable, its religious feuds and tribal vendettas interminable. The Irish seem loveable and glibly in equal measure. They need the 'mild but equitable despotism' typified by 25 years of direct rule and now embodied in the impeccable demeanour of Her Majesty's Secretary of State for Northern Ireland, Sir Patrick Mayhew.

I doubt if one English person in a thousand has the foggiest notion what is happening next Monday in Belfast. On that day, the British Government will stage another of its periodic proofs of the unworkability of the Irish. There will be much huffing and puffing and talk of men of goodwill. A series of acrimonious exchanges will, as John Hume has predicted, degenerate into nonsense. The usual bells will be taken on who walks out first and how long the charade can be kept going before collapse.

Yesterday the IRA let it be known that it will not declare a ceasefire to gain admission to Monday's show. Its political leader, Gerry Adams, who won 16 per cent in the recent election, will be turned away at the gate and will call down hell-fire and damnation on the British Government for denying democracy. There is just a possibility that the IRA will find a form of words that gets Mr Adams through that gate, a sort of half-ceasefire to 'enhance the potential for real and meaningful talks' as a spokesman put it. That will make no difference. If Mr Adams enters by one door, Ian Paisley will leave by another. Mr Paisley has said so, and in this he is a man of his word. He will not sit down at table with a man who has a gun in his pocket. London's Docklands, Hammer-smith and a dozen dummy runs indicate that Mr Adams has indeed a gun in his pocket. The IRA will not even pretend that its finger is not on the trigger.

The unimaginable is happening: I have some sympathy with Mr Paisley. There appears to be no *volte face*, U-turn or cartwheel that British ministers will not perform to appease the IRA. At the time of the ceasefire in August 1994 (the IRA's third in recent years), John Major insisted that it be made permanent by means of a monitored disarmament of IRA units before Sinn Fein would be admitted to constitutional talks. The past two years have seen that insistence abandoned. It is now all but meaningless. Remaining is merely a declaration by Mr Major that participation still requires a resumed ceasefire, even if "decommissioning" of weapons has been shelved until the autumn.

This concession to the IRA comes not because the original insistence has proved unnecessary or because some new tactic makes it inopportune. It has been abandoned through terrorist force majeure. Wherever the IRA has pushed, ministers have given ground. Having stalled on "talks", they brought them forward immediately after the Docklands bomb. Mr Major's one left play was to call last week's elections and to challenge the IRA to resume the ceasefire. The IRA has trumped the ace. Its election performance was undimmed by Docklands. The bomb and ballot box are back in tandem, in full working order.

British officials ask us to be men of the world. Ministers down the ages have seen the need to talk to killers, though usually only when the killing has stopped. The art of deconstruction, they say, is one of timing. One minute the terrorist "makes your stomach churn", to use Mr Major's phrase, the next you are dancing with his wife at Lancaster House. Sooner or later, it is said, the IRA will have to come in from the cold.

This might make sense if the post-imperial analogy were correct. It might

make sense if the IRA represented the oppressed majority of the population. It might make sense if it enjoyed majority support within an oppressed minority. I even lean backwards, stretch a point, clench my teeth and accept that there might be a "case for dialogue" if the IRA were likely to make any useful compromise. This would require some parties to the talks agreeing to sit facing others who are armed to the teeth. Even this might be worth attempting if there were no other way forward and progress this way were sure.

Yet not one of these conditions applies. All are fantastic. There has been a dialogue with the IRA for two years. Its leaders' reaction has not been to deliberate on loaded majority voting or the nuances of panel/committee relations. It has been to blow the Isle of Dogs sky high when it did not get its way, and to hell with Bill Clinton. John Major, John Hume, the Irish Government and anyone else who peddled the clichés of the "peace process". The idea that the IRA was ever going to change its nature or its programme is one against which Conor Cruise O'Brien and others have long warned. I am as compromised as the next man if I compromise in the air. But with the IRA it blatantly is not.

The Government's Northern Ireland policy is not about deconstruction (which is what the IRA wants) but about devolution. It is about reviving local government. The IRA has a 16 per cent claim to be consulted over devolution. That is all. Reasonable people would say that this claim is defunct and outrageous while it is backed by the dress of a bombing campaign. Such dress may be acceptable to the Dublin Government, but it sticks even in Clinton's gullet. But set morals aside, IRA participation on these terms fails the test of practicality.

Simon Jenkins

The government's Northern Ireland policy is not about deconstruction (which is what the IRA wants) but about devolution. It is about reviving local government. The IRA has a 16 per cent claim to be consulted over devolution. That is all. Reasonable people would say that this claim is defunct and outrageous while it is backed by the dress of a bombing campaign. Such dress may be acceptable to the Dublin Government, but it sticks even in Clinton's gullet. But set morals aside, IRA participation on these terms fails the test of practicality.

Too pointed

DIVISIONS are emerging in the racing world after an extraordinary performance by one of the sports' big cheeses, Sir Thomas Pilkington.

As attention focused this week on the English football team's spirited mid-air performance, Sir Thomas, a senior steward of the Jockey Club, who is responsible for discipline in racing, was letting fly at the Point-to-Point Owners and Riders Association lunch. His stream of filthy jokes left even the saltiest racetrack types cringing beneath their turbans. Women and children were told to cover their ears.

Pilkington, whose family made its money in shipping, was reaching the end of what seemed to be an interminably dull speech at the lunch in Stratford, when he suddenly jerked the jolting heads to life by descending to smut.

"His jokes were incredibly filthy," gasps Tom Clarke, Editor of *The Sporting Life*. "It was out of character with the man himself, and people were completely puzzled."

Sir Thomas could not be reached yesterday, but a spokesman for the Jockey Club jumped to his defence, saying: "We will not

be looking into this. Racing dinners tend to be places for robust humour and I don't expect that this was any different."

The matter, however, is not likely to rest there. "It was the sort of stuff that you or I would think twice about at the end of a night in a rugby club," said another shocked guest at the lunch. "If it had been a jockey or trainer I would expect the Jockey Club to haul him up straight away."



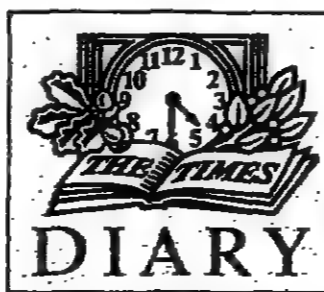
"He looks like a troublemaker"

John Gummer, the Secretary of State for the Environment, has been engaged in some nifty diplomacy in Istanbul, where he is attending the opening of the Habitat 11 conference. In the draft agenda for the conference, the word "stakeholder" appeared with alarming regularity. Gummer was not going to let this horrible Blairism through, and after some adroit manoeuvres had the word changed throughout the programme to "those with an interest."

Cole comfort

RIDICULING the Royal Family has its price, and one man currently paying it is 33-year-old Henry Cole. Old Etonian, former heroin addict and now a filmmaker, Cole was behind both the television interview with James Hewitt and the absurd film of the absurd book detailing Hewitt's relationship with the Princess of Wales, *Princess in Love*.

Neither film has made it onto terrestrial television in this country, and Cole now finds his career moving towards a grey period. At the launch of the "my drink and drugs hell" autobiography of his former girlfriend Paula Hamilton, a model, Cole was looking downcast. An engaging blonde bounded up to him. "I want to star in your



next film," she cooed. "No you don't," came the glum retort. "You'll see your career go right down. My next film is about a loser in Neasden whose alter ego is John Travolta."

Runneth away

NEXT ORDER of business at the European Parliament buildings in Brussels: coffee cups, stealing of. A stiff memo has already been sent out to all MEPs and their staff ordering them to be sure that cups are not taken from the cafeteria in future.

The cups, made by an English company, have had a nasty way of disappearing into offices and not returning. To the bemusement of a representative of the Parliament, they are popular as souvenirs. "I can't understand why they want to steal them," she says. "They're

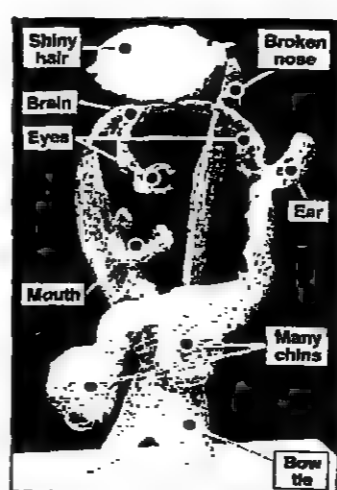
rather ordinary and not very beautiful at all."

Existentialists and wrist-slashers will be cheered by the launch later this month of *Mortality* — "the first European journal devoted to the study of death." Promising to deal with every aspect of bereavement, it is relevant to "those involved in the practical preparation for, and consequences of, death in healthcare and counselling, in religions, in the funeral directing industries and the services which provide burial, cremation and memorialisation facilities." No flowers please.

Stir Fry

BAFFLING visitors to this year's Royal Academy Summer Exhibition is a bronze portrait of the actor Stephen Fry by Maggi Hambling. Offered for sale at £6,000, it is described in the gallery guide as "all big brain, mouth and many chins". Though Fry sat for a number of drawings, the bronze was ultimately done from memory.

There's nothing abstract about the piece, it is completely figurative," says the baritone Hambling unconcerningly. "I have shown his hair, his mollusc-like brain, his eyes, broken nose, chins and how tie. There is even a third eye to make the portrait work from all



Stephen Fry, approximately

angles." With any luck, my markings — appended after talking to the artist — will help the reader to a fuller appreciation of the piece. Fry's reaction cannot be gauged since he has temporarily closed down his e-mail — his preferred means of communication these days. Hambling assures me, however, that "he has seen the portrait and enjoys it". Covering her back, she then adds: "If people laugh at it, that's terrific. After all, Fry is a clown."

P.H.S

Breaking Britain's tax taboo

Top earners must pay for reform, says Paddy Ashdown

Fifty years after the formation of the welfare state, huge numbers of people in Britain are caught in a trap of unemployment, poverty and low skills. One in three children in Britain lives in poverty. A fifth of 21-year-olds in Britain are illiterate, a seventh illiterate. Almost 800,000 people in Britain have been out of work for more than a year.

Every community in Britain pays the price of poverty and deprivation in alienation and crime. Every taxpayer is helping to pay a £22 billion bill to support people out of work — a huge proportion of Britain's total £90 billion welfare bill.

Furthermore, in an age of insecure employment, rapid job turnover and constantly changing employer needs, everyone's security depends on repeated opportunities to train and learn. We all have a vested interest in schemes that stop talent being wasted.

The best way to reduce unemployment and the welfare bill is to get the conditions right for sustained, job-creating economic growth. But we also have to make it easier for people to get back to work.

Today, the Liberal Democrats launch a new "Helping Hand" programme, integrating social security, employment and training policies, which are designed to break open the poverty trap, help people back to work, and give people the skills for success and security.

A new "citizen's service" would give young people, in particular, an opportunity to serve the community on environmental projects, housing renovation and other schemes. As the Prince's Trust Volunteers programme has proved, such schemes are extremely effective in encouraging a sense of responsibility and boosting self-esteem.

Everyone between 16 and 18 would be guaranteed at least two days a week of education and training as part of a wider expansion of learning opportunities. Beyond 18, the funding system would be restructured to turn a one-chance education system into a multi-chance system. Underpinning this would be new "individual learning accounts" to which government, employers and learners themselves would all contribute.

Early years learning for every three- and four-year-old whose parents want it, combined with other measures to reduce the costs of childcare, would help to reduce the biggest barrier stopping many parents from taking up work.

But the most radical aspects of the "Helping Hand" programme lie in our proposals for tax and benefit reform. First, a single new "low income benefit" would replace the inefficient income support and in-work family credit benefits, so improving incentives and reducing administration costs. At present, complex rules and overlapping tapers of benefit withdrawal create a huge poverty trap between the two systems. Instead of withdrawing benefits pound for pound, as occurs as soon as someone works more than 16 hours a week, the "low income benefit" would be withdrawn at a rate of 70p for every pound (as with family credit). This would be the single most effective means of reducing the poverty trap, and could be paid for by savings of £500-£600 million from clamping down on abuse of the profit-related pay scheme for pay avoidance.

Secondly, a new "benefit transfer programme" would allow anyone unemployed for more than a year to use his or her benefits as an employment subsidy. Employers would receive £150 a week in return for a full wage and guaranteed training. This would be reduced by £150 every week. This self-financing initiative would stimulate the economy, cut welfare costs and reduce long-term unemployment without stoking inflation.

Finally, by expanding the no-tax band, 750,000 people would be taken out of tax altogether, and 95.5% of taxpayers — those earning less than £100,000 — would benefit. This is by far the most effective way of improving incentives for people to take up low-paid jobs. This would be paid for by a new top rate of 50% on earnings above £100,000. This would affect 120,000 taxpayers and raise £1.1 billion. This would still leave Britain's top rate of tax as low as Japan's (50% at £102,000) or Austria's (50% at £31,000), and lower than Germany's (53% at £27,000) and France's (57% at £27,000). There is no mass exodus of top earners from Germany, Austria or Japan, and there would not be from Britain either. The reality is that the biggest incentive problem in Britain is not at the top, it is at the bottom.

Why haven't these things been done already? Because British politics is becoming a crabbed and cautious place. Rational discussion of tax, for example, has become practically taboo. But look at the extent of unemployment and poverty, and at the shortage of skills, and one can see that Britain faces disaster unless we do something. The proposals I have outlined will help to reduce welfare costs and extend individual opportunity. Reforming the welfare system is one of the country's biggest challenges. This programme is just a start, but we have to start somewhere. If we have reached the point where it is impossible to propose sensible tax reform or even tax increases for specific purposes such as early years education — then the problems will continue to grow. This is a time for courage.

The author is MP for Yeovil and leader of the Liberal Democrats.

هكذا من الأصل



Governments are disgracefully neglecting a critical election

This accident should not obscure Europe's success in space

Parents of deaf children should give them the chance to hear

Yours faithfully,
VALERIE GOLDBERG,
6 Hollycroft Avenue,
Wembley, Middlesex.
May 31.

OBITUARIES

MAJOR-GENERAL PAT PATTERSON

Major-General A. G. (Pat) Patterson, CB, DSO, OBE, MC, Major-General, Brigade of Gurkhas, 1965-69, died on May 27 aged 78. He was born in Kurseong, near Darjeeling, India, on July 24, 1917.

THE life of Pat Patterson was one of outstanding service to his beloved Gurkha soldiers, especially of his own regiment, 6th Queen Elizabeth's Own Gurkha Rifles. He will always be remembered in Gurkha circles, indeed throughout the British Army as a whole, for the battle that he waged in Whitehall, principally against the Treasury, as Major-General, Brigade of Gurkhas, in the late 1960s. His objective, in which he was at least partially successful, was to secure the retention of Gurkhas in the British Army after the Labour Government's decision to withdraw from East of Suez by the early 1970s.

After the confrontation with Indonesia was largely won through the skill and endurance of the Gurkhas, the Wilson Government decided, nevertheless, to reduce the Gurkha establishment from 14,500 to 10,000 men. Patterson succeeded in amassing sufficient political and military support among the policymakers to secure their survival; he also achieved reasonable, if not generous, compensation terms for Gurkhas made redundant in the 1969 round, a financial arrangement which fortunately set the precedent for subsequent reductions.

Not content with winning financial compensation, he fought on to establish the Overseas Development Administration's resettlement scheme in Nepal, of which he became director in 1973 after he had retired from the Army. Although based in Kathmandu, he took a personal interest in the two agricultural training centres at Lumle and Pakribas. He spent much of his time trekking through the remote regions of Nepal, checking how successful the training was proving to be in the villages.

He was one of the prime movers of the Gurkha Welfare Appeal and the main driving force behind the campaign to raise the first £1 million. He also worked as a trustee of the Britain-Nepal Medical Trust.

Arthur Gordon Patterson was brought up in India, the son of Arthur Patterson, of the Indian Civil Service, and was educated at Tonbridge School and Sandhurst. He was commissioned into 6th Gurkha Rifles in 1938. Before the war he served with the 1st Battalion on the North-West Frontier, including command of the fort at Chagdarah covering the approaches to Peshawar



from Afghanistan, and taking part in several attacks in Waziristan.

The 1st/6th Gurkhas did not enter the war in Burma until August 1944 when the tide was turning against the Japanese. Patterson was then a major commanding the Battalion's D Company, with which he won his MC in 1945. He had taken part in the assault crossing of the Irrawaddy in January of that year. In the advance on Rangoon he was promoted to second-in-command and on three separate occasions took over the actual command of the Battalion, being mentioned in dispatches in that capacity at the Sittang battle. He had proved himself a tough inspirational leader, and later showed that his strength lay in his training ability, based on his experiences in Burma.

On Indian Independence in August 1947, 6th Gurkhas were transferred to the British Army and took part in the

long anti-terrorist campaign in Malaya. Patterson attended the Staff College, Camberley, in 1949 and from there was appointed Brigade Major of the Brigade of Gurkhas, being appointed MBE for his services in establishing the headquarters of the British Gurkhas in Malaya in 1951. He returned to England in 1954 to attend the Joint Services Staff College, whence in 1955 he was appointed as a GS/O2 on Montgomery's staff at SHAPE.

Patterson was given command of 2nd Brigade 6th Gurkha Rifles, 1959-61, operating in the jungle on the Malay-Thai border. He was advanced to OBE in 1961 after eliminating some of the last communist terrorist gangs in northern Kedah. At the end of his tenure, he was given a brief spell back in England as GS/O1 Western Command at Chester before taking command of 99th Gurkha Brigade in Singapore in 1962.

In December 1962 the Indonesian-inspired revolt broke out in Brunei. The 1st/2nd Gurkhas, the Queen's Own Highlanders and 42nd Commando, Royal Marines, were scrambled by air and sea from Singapore to crush it. Brigadier Patterson protested forcibly to the Commander Far East Land Forces about the deployment of troops from his brigade under an *ad hoc* headquarters when his own was readily available.

The untidy command arrangements were sorted out, and Patterson's 99th Gurkha took command of Brunei and the 4th and 5th Divisions of Sarawak in time to handle the freeing of the Shell Oil company's employees held by the rebels at Seria. Later, as reinforcements arrived and "confrontation" was stepped up by the Indonesians, HQ 99th Gurkha Brigade took over the most active front of all: the Western Brigade sector around Kuching. Patterson was awarded his DSO in 1964 and twice mentioned in dispatches before his highly successful defence of the sector. He was also decorated by the Sultan of Brunei and the Malaysian Government.

His tenure of command ended in late 1964 and he returned to England to join the Imperial Defence College course of 1965. The following year, he went back to Malaysia to take over command of 17th Gurkha Infantry Division, combined with the post of Major-General, Brigade of Gurkhas. "Confrontation" ended in August 1964 and, instead of having to conduct further jungle operations, he had to contend with the jungles of Whitehall to help to preserve the Brigade of Gurkhas.

His last appointment with the Army was well-chosen. He became Director of Army Training, 1969-72, an activity at which he excelled (and for which he was appointed CB). Yet, characteristically, as soon as he retired he took over the Gurkha resettlement scheme in Nepal, into which he put his heart and soul. He returned home in 1976 and thereafter kept himself busy with the local affairs of Benenden in Kent.

Although he was a tough fighting soldier, who demanded the highest standards, he did have a ready sense of humour, not always apparent to his military subordinates. He was well read in both English and French, which he spoke fluently, and had a great love of music. He was a genuine liberal, humane, courteous to a fault and a compassionate man, who did his best to help others. He was a committed Christian with a deep inner faith.

He married Jean Mary Grant in 1949, who survives him together with two sons and a daughter.

RICHARD ROBINSON

Richard Robinson, Fellow and Tutor at Oriel College, Oxford, 1946-69, died on May 6 aged 94. He was born on April 12, 1902.



RICHARD ROBINSON influenced generations of philosophers at Oriel College, Oxford, where he served for a quarter of a century after the war, as tutor. He was born at Watton, Norfolk, the son of a solicitor. He was educated at Repton and at Oriel College, where he won first-class honours in Classical Moderations and in Greats. At Oriel his philosophical tutor was W. D. Ross, the great Aristotelian scholar, who drew his attention to the recently published writings of John Cook Wilson.

His first research, for which he received the degree of BLitt, was on Cook Wilson's notion of logic. After a year's study at the University of Marburg he accepted an instructorship in the Sage School of Philosophy at Cornell University, where he stayed for nearly two decades. In 1930 he took a PhD at Cornell with further work on Cook Wilson and the whole was published in 1931 as *The Province of Logic*.

At Cornell, though associated with such older men as E. A. Burtt and George Sabine, Robinson soon made his presence felt. In the course of a few years his influence extended beyond his own department, and he came to have more than his share of academic administration. A devoted and successful teacher, he opposed the prevailing lecture system and was instrumental in replacing lecture courses in his field, where possible, with small discussion groups.

The Philosophical Review, which he helped to edit, owes much of its present character to his unremitting efforts over many years to mould it to his own exacting standards. Meanwhile he was becoming widely known as a leading student of Plato and Aristotle. In 1941 there appeared his book *Plato's Earlier Dialectic*, which remains the standard work on its subject.

Although his life in Cornell

had been happy and successful, Robinson's attachment to Oxford remained strong. In 1946 he accepted an invitation to return to Oriel as Fellow and Tutor in Philosophy. It was a time when college tutors had to bear a heavy load of teaching, and for the rest of his academic life he was to experience little lightening of this burden, except when sabbatical leave enabled him to revisit his friends in America.

During this period of his life slight deafness prevented him from taking a very active part in committee work or meetings of learned societies but by methodical use of his time he managed to continue his scholarly work. He produced *Definition* in 1950, a second edition of his book on Plato in 1953, a translation, with commentary, of Aristotle's *Politics*, Books III and IV in 1962, and *An Aristotelian Values* in 1964. In 1969 he retired from the tutorship in Philosophy. The same year saw the publication of his collected *Essays in Greek Philosophy*.

His books, like his lectures and his articles in various philosophical periodicals, are works of great didactic clarity, designed to encourage lucid thinking rather than to advocate fashionable novelties. An *Aristotelian Values*, which is

probably his most widely read work, reveals most fully the character of the author. As the title implies, he had no use for religion; nor, despite his devotion to Plato and to Aristotle, did he have much sympathy for systems of speculative philosophy. But his commendations of the great goods — reason and truth, beauty, liberty and democracy — show not only a precise and unpretentious mode of thought but also a warm generosity of feeling.

In conversation he always expressed his opinions with a disarming honesty; and his candour would on occasion disconcert his more puritanical hearers. He had a nice humour, by turns droll and dry. His literary style was modelled on that of Aristotle, but had some resemblance also to that of Lord Attlee. In its deliberate avoidance of ornament it reflected the disciplined sobriety of his mind.

In 1933 Robinson married Elizabeth Peffer, a member of an exiled Russian family living at Wisbech in Cambridgeshire, who made their home, first in Ithaca, New York, and later in Oxford, a very pleasant resort for many friends.

He is survived by his wife. There were no children.

PROFESSOR SIDNEY GREENBAUM

Professor Sidney Greenbaum, grammarian and English language scholar, died in Moscow on May 29 aged 66. He was born on December 31, 1929.

THE sudden death of Sidney Greenbaum was a great shock to his many colleagues and friends. Yet it was not entirely unexpected, Sid, as he was affectionately known, was something of a workaholic. At

the time of his death, which happened while he was giving a series of invited lectures in Moscow, he had just recently published a monumental reference book *The Oxford English Grammar*, corrected the proofs of a forthcoming edited volume on *Comparing English Worldwide*, and had completed, with Janet Whitcut, a revised guide to English usage.

For Greenbaum work and pleasure were always inextricably combined. This explains not only his prolific output of books and articles on English grammar and usage but also his great networking and entrepreneurial skills, of which he made extensive use during the last decade of his life.

Even as a young man, Greenbaum's achievements were formidable. He first gained a degree in Hebrew and Aramaic, then a minister's diploma from Jews' College. This he followed up with a

teaching diploma from the Institute of Education in order to embark on a career as a London schoolteacher in the mid-1950s. A second degree in English language and literature, studied part-time in the evenings at Birkbeck College, University of London, led to a scholarly interest in the English language from Anglo-Saxon to the present day. This complemented his lifelong involvement with the ancient languages and texts of his own

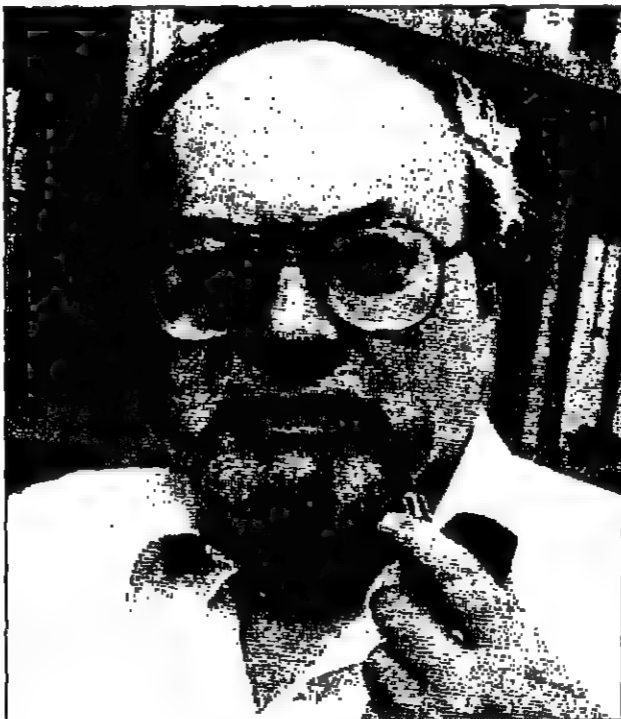
Jewish religion and education. From 1964 Greenbaum worked as a research assistant at University College London under Professor Randolph Quirk on the ambitious Survey of English Usage project. The research seminars at which various aspects of the project were discussed were lively, even heady, and Greenbaum's quietly enthusiastic input, particularly on his doctoral study of adverbials (published in 1969), was inspirational to young postgraduates.

Geoffrey Leech was also at University College at this time, and so three of the future formidable co-writers of the influential *Grammar of Contemporary English* (1972) were assembled there — the fourth was Jan Svartvik of Lund. Even though Greenbaum moved to the University of Oregon in 1968 and later to the University of Wisconsin-Milwaukee, he remained a collaborator with his mentor Randolph Quirk. His experience as a school teacher helped to make English grammar "user-friendly" to students throughout the world. This was especially true of *A University Grammar of English* (1973), which he wrote with Quirk, and later of *A Student's Grammar of the English Language* (1990).

In 1983 Greenbaum returned to University College, succeeding Randolph Quirk as Quirk Professor of English Language and Literature, and as Director of the Survey of English Usage. With Jan Svartvik in Lund, the survey corpora were already being computerised for wider consultation, and Greenbaum soon became involved in the new technology of programs for grammatical tagging and parsing, so laying the foundations for his own major project in the 1990s. At the same time he was deeply immersed in university politics, as Dean of the Arts Faculty at UCL, and as a University of London senator.

Somewhat he still found the time to write books and articles on grammar and usage, which showed both a deepening interest in varieties of English around the world and a growing concern, following his revising of Sir Ernest Gower's *Complete Plain Words*, with what could be called the ethical role of the modern-day grammarian (he was certainly prominent in the fight against deliberate obscurity and ambiguity in the use of language). He was also one of the assistant editors of the encyclopaedic *Oxford Companion to the English Language*, edited by Tom McArthur (1992).

Greenbaum officially retired in 1990 in order to devote more time to co-ordinating his truly global project on English usage, namely the International Corpus of English (ICE). The aim is to establish



one million-word corpus for 18 major varieties of English around the globe in order to produce a series of authoritative grammars for English language teaching. At the time of his death, he was actively involved in the GB component of ICE, British English usage collected in the early 1990s as an up-to-date addition for comparative purposes to the original survey corpora.

Always energetic in pursuit of external funding, Greenbaum had gathered around him a team of highly qualified technical research assistants. He lectured on ICE and his specially developed software around the world (in Stockholm just a few weeks ago), and used extensive examples from the ICE-GB corpus in his recent *Oxford English Grammar*. With Gerald Nelson he had recently produced several articles on clause types, financed by the Leverhulme Trust.

To Greenbaum his research assistants were a kind of extended family. But all scholars of like mind who gravitated to the Survey of English Usage offices found themselves warmly and even benevolently received. He loved to entertain, either at home in Golders Green or at one of his regular summer garden parties or at the Reform Club in Pall Mall.

He was in recent years the executive editor of a series of studies of English for Cambridge University Press, and was a meticulous but tremendously encouraging reader of submitted manuscripts.

He was unmarried and is survived by a brother.

PERSONAL COLUMN

WANTED OLD grammarians, Indian records, travel notes and postcards. Write to: 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.	FLIGHTS DIRECTORY OVERSEAS EXPENSES, how can I get it? Write to: 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 75
---	--

Loony retunes of Channel 5

Few things are more ageing than to admit you're unable to programme a video cassette recorder. If you can't do it, you are very likely among our mature citizens. If on the other hand you can't see what the problem is, you are young. Manufacturers took a long time to wake up to the fact that for a large part of the population their little boxes with the black-on-black lettering and flashing clocks were too damned hard to operate. Sensibly they began making kinder, gentler VCRs.

Did the elders then throw out their old unforgiving machines? Of course not. They gave them to their children. Thus was born one of Britain's least-known statistics: one in four homes with VCRs owns two.

This figure could contribute to a growing nightmare for the new Channel 5. Few VCR owners will have noticed that the new channel, set to begin in January, is expected to cause interference to much of the nation's video and satellite equipment. The reason is that Channel 5 will occupy a spare frequency ordinarily used to connect these gadgets to the television set.

The home audience would certainly notice in January if their VCR, satellite receiver or video games no longer worked because of Channel 5. As it happens, however, they will learn about the threat of trouble much earlier. Today, the first of Channel 5's newly recruited army will start knocking on 10,000 doors in Croydon to ask if they can do something to the video as part of a pilot retuning programme.

How many VCRs will need retuning? If only Channel 5 Broadcasting knew. Like all applicants for the licence, it had to promise to retune 90 per cent of the affected video equipment before the channel is allowed to take to the air. It is committed, and swears it will keep to the commitment, to meet the required percentage. It expects that a total of 9.6 million VCRs will need treatment. But it cannot know the actual number affected until their transmitters are in place.

The New Scientist predicted that the number needing retuning could be far higher. Barry Fox, the magazine's technology writer, based his calculations on estimates of interference supplied by National Transcommunications, the privatised national transmission

agency, whose job is to provide the transmission network for Channel 5 and distribute it around the country as is done for ITV and Channel 4.

If Channel 5 has guessed doubly wrong, both on the numbers of homes needing retuning and on the numbers of two-VCR homes, what then? Then we shall have yet another reminder of what a money-spinner the new channel is expected to be. We should have known already because of the strenuous legal efforts made by disappointed contenders to overturn the Independent Television Commission's award of the licence to Channel 5 Broadcasting.

The winning team, including Pearson, MAI and CLT, walked into the "TV hell" of retuning with their eyes open and gleaming. They knew that they must hire and retrain the returners. They know that if no one is at home, the returners must try again. And they know that robbers posing as returners have been forecast. The prize is clearly glittering. The fifth channel is the last terrestrial channel ever that will be available on existing equipment. For technical reasons it will reach at best only 70 per cent of British viewing homes. But that is 70 per cent of 22 million; 15.4 million, a mass audience, including those who, from indifference or thrift, have not bothered to sign up for the extra choice.

Channel 5, like the previous terrestrial channels — BBC2 and Channel 4 — can expect a bad press at the start if only because of the lack of universal coverage. Unlike Channels 3 and 4, however, the new arrival will also have a vigilant rival from a kindred industry: the sellers and renters of video cassettes. The British Video Association, representing a business turning over an annual £1.25 billion, is not happy to think that its tapes may be rendered unviewable, even for a small fraction of the market. The BVA would be happier if Channel 5 was forced to promise 100 per cent retuning before switching on.

For my part, I have just one plea if my video falls in an affected area. I hope the returners will not make the mistake of all those who ring my doorbell after dark. The returner, if he or she expects a friendly welcome, had better come, well identified, during daylight hours.



BRENDA MADDOX

Wanted: a right-on Roller

INCREDULOUS whispers reach us from the Guardian/Observer HQ in Farringham Road that *The Guardian's* Editor, Alan Rusbridger, may be considering buying a Roller, becoming the first of the current crop of Fleet Street editors to acquire such a status symbol. Rusbridger was spotted apparently dropping his children off at school in a Roller three weeks ago.

Those *Guardian* hacks who used to complain about the indignity of seeing their former Editor, Peter Preston, arriving at work on a bicycle are now beginning to feel sharp pangs of regret for their former leader. Rusbridger's supposed visions of grandeur just do not seem to be in line with the paper's right-on credentials.

Those who who saw Maryn Lewis reading the BBC's Six O'Clock News on Monday and thought that the

boy lacked any sense of dress should at least credit him with a sense of humour. Students billeted at the University of London's halls of residences in Kensington, close to Lewis's home, recently plucked up the courage to ask their neighbour if he would wear a tie sent by them while reading the news as a silent sign of recognition. Lewis agreed. The tie arrived. It was the garish paisley polyester affair we saw him sporting on Monday. So full marks for being a good egg. Pity that the egg appeared to have split down that dreadful tie.

Skin deep

NOW we know what the BBC spends the licence fee on. After a recent in-depth and not inexpensive survey of the lifestyles of Radio 4 listeners, Beeb mandarins have compiled a list of "Ten things you didn't know about Radio 4". It seems that Radio 4 listeners are less likely to suffer from city or combination skin than the population at large, and are less likely to suffer from piles. The nation eagerly awaits to see how this information affects the future output of the station.



Andrew Marr

Spitting image

IS IT only staff at *The Independent* who have noticed the striking resemblance between their new Editor, Andrew Marr, and the child movie star Macaulay Culkin, or is the resemblance evident to everyone?

Clubbing up

WOMEN Against Journalism, the self-styled "civilised dining club for reasonable, rational women", is thinking of throwing open its membership to businesswomen and female politicians. At its inaugural meeting at the fashionable central



Macaulay Culkin

London restaurant, The Ivy, W&J decided to model itself on The Other Club, a dining club formed in 1911 by Winston Churchill and F.E. Smith, later the Earl of Birkenhead, after they were blackballed from membership of an establishment group called simply The Club. The Other Club still meets regularly in the Pinetree Room at the Savoy and counts the Prince of Wales among its members.

"We probably won't get anybody quite so grand to be a member, but we are following The Other Club's rules, which state that membership of the executive committee should be 'shrouded in impenetrable mystery'," says W&J founder

member Petronella Wyatt, assistant editor of *The Spectator*. But can W&J members keep a secret?

Drying out

A MOOD of sobriety descended on Express newspapers' headquarters yesterday with news that the in-house bar was to be closed. Disgruntled hacks were informed in a memo from managing director Stephen Grabiner, freshly arrived from the *Telegraph*. "On a house-keeping matter," it said, "I do not believe it is appropriate for a modern media company to encourage and sanction staff to drink during working hours."

The move was apparently instigated by Lord Hollick, chief executive of the newly merged Express parent company United News and Media. He was appalled to notice the dingy watering hole on his first visit to the building and ordered Grabiner to close it down ASAP. In keeping with his egalitarian principles, the socialist peer has also ordered the closure of the executive dining room. What is striking is the unseemly rush by some senior executives to claim credit for the closures.

Could I just ask you 1,500 questions?

THE balance between the advertising, market research and direct marketing industries could be altered for good this autumn after the launch of what is claimed to be the largest ever survey of UK consumer behaviour.

ICD Marketing Services plans to mail every household in the country, more than 20 million in all, with questionnaires grilling them on every aspect of their lifestyle, from reading habits to political beliefs and health.

With more than 1,500 questions and 2,500 possible re-

sponses, it aims to provide the first definitive national picture of consumer habits. ICD predicts a response from two million named households, giving information on the preferences of 3.6 million individuals. The survey will cost £7 million to set up.

ICD is even considering spending a further £1 million on an advertising campaign to stimulate response, and is allowing companies to sponsor individual questions for 25 pence per response. When you consider that some questions will receive three million re-

sponses, it aims to provide the first definitive national picture of consumer habits.

By improving the targeting of what is commonly known as "junk mail", ICD's chief executive, Lionel Thain, predicts that the survey will shift more advertising spend into direct marketing.

EVER since Pepsi tied up its ground-breaking sponsorship deal with Michael Jackson in 1980, brands have pursued bands in an attempt to cash in on their rapport with the increasingly elusive

and fickle youth market.

But for years marketers faced an uphill struggle as names such as Bruce Springsteen, Neil Young and Paul Weller refused to let their reputations be pressed into commercial service.

Now, according to Paul Morrison, sponsorship director of sales promotions agency KLP, the situation has reversed. Cash-hungry bands are increasingly pursuing brands for deals.

He draws a veil over the identity of the big names but claims "they are of the magi-

tude of George Michael and bigger".

The brands benefit from the consequent media exposure and the obvious halo effect of the association," explains Morrison. And the bands? "Sponsorship of a modest UK tour can net them a rights fee of £50,000, while worldwide deals such as the recent sponsorship of M People's world tour by Kahua Liqueur can bring in anything from £60,000 to tens of millions of dollars."

ALEX BENADY

MEDIA, SALES & MARKETING

CONFERENCE ORGANISER

Professional/learned society requires experienced organiser for its UK and overseas meetings. This very demanding post involves all aspects of conference organisation, including design and preparation of publicity material with Apple Macintosh packages, liaison with committees, authors, printers, venues, etc. The person will work largely on his/her own and the environment can be very pressured. Applicants should apply in writing (marked "private"), outlining relevant experience with any supporting information for

Michael Jones, Secretary, Institution of Mining and Metallurgy, 44 Portland Place, London, W1N 4BR. Applicants should be able to start mid-August, 1996; salary negotiable around £22,000 plus benefits. NO AGENCIES.

MAKE MONEY WITH YOUR CARTOONS

Study cartooning and illustration from home for a new career or profitable second income. Free 0800 371 500 MORRIS COLLEGE OF JOURNALISM

ESTATE AGENCY SALES NEGOTIATOR W/VT Responsible ongoing range with initiative and positive results experience. ASAP - Knowledge of VT area an advantage. Please call Sharon on 0171 704 7377

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO: BOX No. c/o THE TIMES NEWSPAPERS P.O. BOX 3553, VIRGINIA ST, LONDON, E1 9BA

SAVILLS

INTERNATIONAL PROPERTY CONSULTANTS

PR MANAGER

Salary £20-£22K, plus Bonus Scheme

Prestigious international property consultants seek to expand PR office through the recruitment of a capable, energetic, responsible and organised team player of graduate calibre, with strategic campaign experience.

Agency or in-house experience applicable. Must have proven written and communication skills and be self-motivated yet capable of working in a team. Property experience preferred; 2-3 years national/consumer media experience essential. Must be computer literate (preferably Word for Windows) and hold a driving licence. Non-smoking office. Age 25 years +.

All Applications in writing to: Alison Dean, Director, Savills 139 Sloane Street, London SW1X 9AY

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

SAVILLS

A CAREER IN THE MUSIC INDUSTRY

HOW?

By UNDERSTANDING how THE BUSINESS works & by MAKING CONTACTS

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

Music Industry Training & Recruitment 0171 583 0236

EXPORT AREA MANAGERS

Required Group

As part of the expansion programme of this leading Technical Lighting company, Export Area Managers are required to develop sales in the world wide market.

The successful candidate must be self-motivated, have an excellent track record, and be able to demonstrate excellent typographic design ability. A genuine interest in marketing is essential.

We require a promotions designer with strong, imaginative layout skills to work as an important member of the marketing team. You will be a creative who is predominantly typographically based, who can deliver dynamic conceptual ideas, for a variety of corporate design and advertising projects, including brochures, leaflets, posters, calendars, conference and exhibition work and numerous advertisements. You will be fully production literate, able to brief printers, cost and maintain strict budget controls and ensure all projects are delivered on time.

Our three main titles are all market leaders, produced weekly as quality specialist publications, using the most sophisticated electronic newspaper technology available.

The production system is almost entirely Mac-based, using Quark, Illustrator, Photoshop etc and you will be expected to use these with confidence, managing a fast traffic flow.

Apply in writing stating salary to Helen Friday Promotions Director The Times Supplements Limited Admiral House, 16-18 East Street, London E1 9DY

THE TIMES SUPPLEMENTS LIMITED

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

TLS TES HIGHER

</

P

For further information, call Ms. Claire Morgan in our UK office on
01249-782051.

FAX:
0171 782 7828 (TRADE)
0171 782 7799 (PRIVATE)

THE TIMES
Never

**SOUTH OF THE
THAMES**

REPOSESSESSORS The Builders
Society Responders to
1000+ flats and houses
London and the Home Counties
3 month subscription £59 BP
0181 221 1999

ST JOHN'S WOOD OFF ADO
Rd 2nd flr cons 2 bed
£139,000 1/fee 0171 724 95

ST JOHN'S WOOD 3 bed
bath modern 1/turn flat Pk
£325,000 0181 346 6148

VICTORIA 4 bed 2 bath needs updating. \$350,000. Tuckermans 011 792 2921

WZ/1015 10/15 urgent appeal vendors we are selling less than we can replace Call on us for speedy results with surplus plot. Weegways 011 792 2323

SOUTH OF THE THAMES

View Today

COOMBE HILL - KINGSTON

3 & 4 Bedroom Detached Homes from £17,500 - £410,000

Exclusive & private development of 12 imaginatively designed houses.

Secured, secure.



Prices to own
not rent

9 years
experience

14-day
cool off

Low deposit
secures

No
cancellation fee

Full transfer

Protected payment

PRIME SHARE
WEBSIDE ESTATE AGENT

SINCE 1987

TT CODE

TT 2704

**NEW SHOW
HOUSE OPENS
THIS WEEKEND**



View

**Quality one and two bedroom apartments
within travelling distance of the City**

Wouldn't it be convenient to have a luxurious home adjacent to the City so that travelling to and from your office becomes no problem at all?

landscaped courtyard and include video entry phones, porterage, secure underground parking and well equipped and appointed kitchens and bathrooms.

apartments at Hermitage Court.

For an appointment to view, please telephone our sales office at

POINTS

Prices current at time of listing to public. Bovis Homes is a P&O Company

100

1. *Chlorophyll a* (Chl *a*)

JE -

AD

10!

FOR		
ON		
-		
N		

5

425)

100

9665	.		
9666	.		
9667	.		
9668	.		

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466
---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

1

11

1

1

WCT,
WCT,

LOW

100

[illegible][illegible]

|||

1

NEWS

Ariane rocket goes with a bang

European Space Agency officials set up an urgent inquiry last night into Ariane 5's disastrous maiden launch, which ended when the unmanned rocket and its £500 million cargo had to be blown up by controllers a minute into their flight.

The rocket had been carrying four spacecraft built to study the solar wind when it veered off course almost immediately after being launched from French Guiana. Researchers then watched a decade's work go up in flames. Pages 1, 8, 19

Ashdown's election tax plans

A top tax rate of 50 per cent, to be levied on earnings of over £100,000 a year, is proposed by Paddy Ashdown as the Liberal Democrats become the first main party to declare election taxation plans. The proposal is revealed in an article in *The Times*, and could put Labour on the spot. Pages 1, 18

Building award

The Royal Fine Art Commission building of the year award goes to a building commissioned by Lord St John of Fawsley, who is also chairman of the commission and of the judges. Page 1

Meningitis protest

A five-year-old girl who had recovered from meningitis suffered while on holiday in Majorca had to be taken off a plane home after other British holidaymakers refused to fly with her. Page 1

Law confrontation

Automatic life sentences for double sex and violent offenders will be extended to Scotland, triggering a new confrontation between the Government and the judiciary. Page 1

Rower lost at sea

Peter Bird, 49, is presumed to have died while rowing across the North Pacific after his boat was found overturned. He had sent a distress signal. Page 3

Football raids

The police raided homes in Manchester, London and Essex to arrest suspected football hooligans before the European championship. Pages 5, 19

Hope for Lady Tryon

Lady Tryon may recover some feeling in her legs after her fall from a window at a clinic in Surrey. She remains unconscious in intensive care. Page 7

Morse's first secret is out at last

Colin Dexter's new Inspector Morse book, *Death is Now My Neighbour*, solves a longstanding mystery. The last words of the last page of what may be the last book about the Oxford detective played on television by John Thaw reveal Morse's first name. The favoured guesses have been Ernest or Enoch, but the publishers are sworn to secrecy. Page 5

Legal approval

The Lord Chancellor, speaking at the swearing-in of the new Lord Chief Justice, endorsed Sir Thomas Bingham by declaring his "immense satisfaction" at the appointment. Page 7

Ashley under fire

Lord Ashley, the parliamentary champion of deaf people, faces opposition from them over his support for cochlear implants for children. The devices have helped 500 Britons. Pages 10, 19

Tiananmen protest

On the seventh anniversary of the Tiananmen Square protests in Peking a woman carrying a bouquet of yellow chrysanthemums tried to climb the memorial tree to the people's heroes. Page 12

First Family hitch

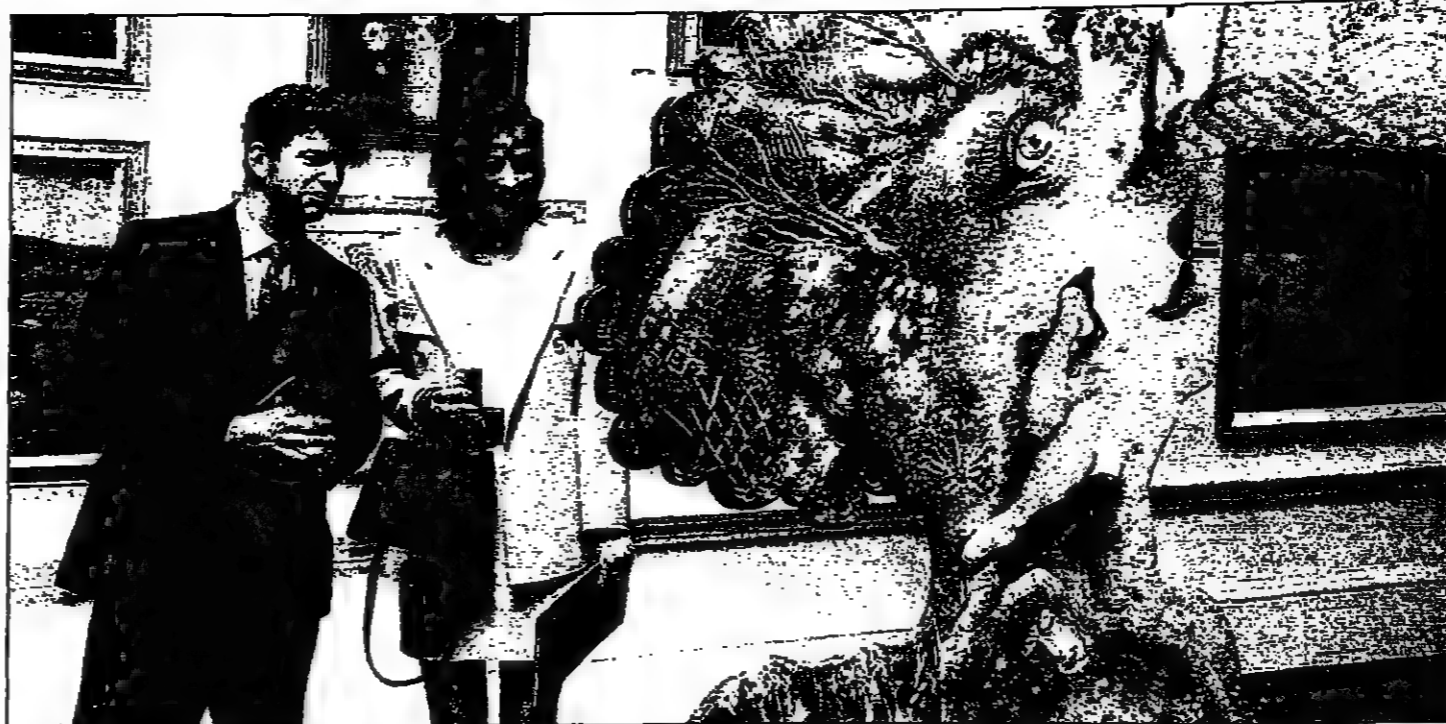
The Clintons' proposal to adopt a child will expose them to a rigorous interrogation, after which they could well be deemed to be unsuitable parents. Page 13

Britain still beefing

Malcolm Rifkind made clear it could take weeks for any agreement on the beef ban that would justify ending Britain's obstruction of EU business. Page 14

Bosnia stress

Specialists are being trained to help demobilised Bosnian soldiers returning to civilian life who are at risk from post-traumatic stress disorder. Page 15



The Vision by Anthony Green RA, priced at £35,000, at the private view of the Royal Academy Summer Exhibition yesterday. The 22th show opens to the public on Saturday and runs until August 18

BUSINESS

Business Links: Government dealings with the main providers of official support services for business are criticised in a confidential DTI report. Page 27

Banned: A former trader who sold heraldic titles to clients from America and the Middle East was among four people banned from working in the City. Page 27

Facia: Stephen Hinchliffe, the founder, is working on a deal with the group's former chief executive to buy back the retailing chain from the receivers. Page 27

Meritage: The FT-SE 100 index rose 16.0 points to 3752.2. Sterling's trade-weighted index rose from 86.3 to 86.5 after a rise from \$1.5493 to \$1.5497 and from DM2.3650 to DM2.3737. Page 30

SPORT

Football: Terry Venables dismissed accusations that the England squad's assumption of "collective responsibility" for damage to a plane was a whitewash. Page 32

Tennis: Monica Seles, the No 1 seed in the women's singles, was beaten 7-6, 6-3 by Jana Novotna in the French Open. Pete Sampras beat Jim Courier after losing the first two sets. Page 30

Cycling: Britain's 4,000 metres pursuit riders themselves decided which of them should be selected for the Olympic team in Atlanta. Page 32

Racing: Lester Piggott opened the gates named after him at Epsom. Every horse and rider will use them to walk from the paddock on to the racecourse. Page 47

ARTS

Heritage blight: Are Britain's finest historic buildings being sullied by tasteless and unnecessary visitor centres? Marcus Binney thinks it's time to think again about the whole idea of explaining the history of a monument. Page 39

Irish success: Druid Theatre in Galway has tempted the pioneering French director, designer and playwright Simone Benmussa to stage *The Singular Life of Albert Nobbs*. Page 39

Young at Art: High in the Fennines, the brass band tradition flourishes in school classrooms. Page 40

Germany's finest: Hans Werner Henze, Germany's foremost living composer, is to be feted at the Aldeburgh Festival, on the eve of his 70th birthday. Page 41

FEATURES

Nigella Lawson says that no matter how horrific the Hillsborough disaster was, the feelings of relatives cannot influence our justice system. Page 17

FASHION

A real classic: Clothes from YSL Variation have all the cachet of the Yves Saint Laurent label and style — at half the price. Page 16

MEDIA

Be a good sport: And if you are not, what are you going to find to read in the newspapers this summer? Page 23

Poll position: The true story of what readers think about being part of Europe. Page 23

HOMES

Basic is beautiful: A simple, functional kitchen — preferably in a combination with a garden — is the main selling point. Page 25

FOCUS

Data warehousing: how nappies and beer led to a better way of storing information. Pages 43-45

THE PAPERS

Since the arrival of Jacques Chirac at the Elysée — and contrary to the promises of his election campaign — the French have been submitted to the greatest tax increase they have known. — *Le Monde*

TOMORROW

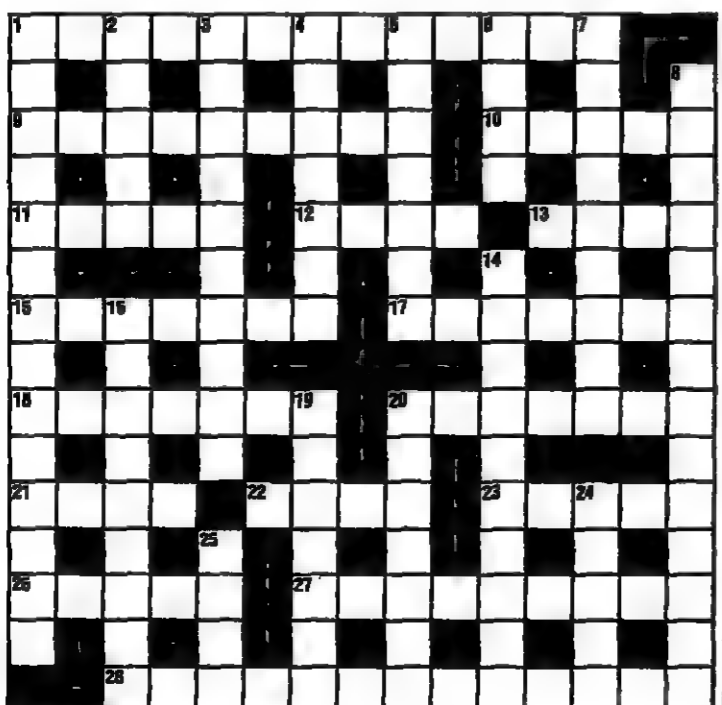
IN THE TIMES

FILMS
Michelle Pfeiffer (left) and Robert Redford in *Up Close and Personal*, and other new releases

CREME 96
A 16-page supplement for secretaries: how to land the perfect job



THE TIMES CROSSWORD NO 20,186



- ACROSS**
- Has a rough time, and beats a poor fool (4,1,3,5).
 - Group armed with guns (9).
 - Charming islander left out of clique (5).
 - Deliberately followed half of Polonius's advice? (5).
 - Article about Conservative volte-face in Europe's genuine (4).
 - Trifle as dessert (4).
 - Frenchmen in not altogether typical partnership (7).
 - With test nearly finished, is Oval in that condition? (7).
 - Got ready for admitting king that's had an accident (7).
 - Maid serving American, back in a small bar (7).
 - Well, this performance could make you rich (2-2).
 - Has put line in, a painter (4).
 - Contents of home sad chap assembled in US city (5).
- DOWN**
- All the same, however scholarly, their conclusions make one wary (5).
 - Composer does exhale hard (9).
 - Provision of EC — topical and rash, possibly? (6,7).
 - Lower types in Scotland? Yes and no (8,6).
 - For example, express in Times leader what's proverbially right? (5).
 - She and her husband parted sadly — and account in Homer's moving (10).
 - Frivolous point? Not so (7).
 - Drink at college produces fight (5-2).
 - Gather pupils' fare (4).
 - Instrument to use badly, overlapping slightly with girl (9).
 - Having put one's foot down, kid's internal situation? (4,3,7).
 - Compose air with C for second variation in musical work (5,5).
 - Study habit to prevent corresponding breakdown (9).
 - Acts collectively to protect church money (7).
 - As it is, an element of danger (7).
 - Tax unfair to senior citizens (5).
 - Together in defeat, so to speak? (4).

Solution to Puzzle No 20,185

LETHAL SPIDER
VORWORT
CONSTRAN
HINTER
GRIMMER
OARSMAN
ANLA
TRESS
NINEPINS
PARAMOUNT
TURNOFF
DOWN
UEN
CLASS
CHECKED
GEES
OVERTURN
REHEAR

This puzzle was solved within 30 minutes by 23 per cent of the solo competitors in the London Regional Final of *The Times* Aberlour Crossword Championship and by 12 per cent of the pairs.

TIMES WEATHERCALL

For the latest region by region forecast, 24 hours a day, dial 0901 500 followed by the appropriate code:

Greater London	701
East of London	702
West of London	703
South East	704
West Midlands	705
East Midlands	706
North East	707
North West	708
Yorkshire & the Humber	709
East of England	710
West of England	711
South West	712
North of Scotland	713
West of Scotland	714
East of Scotland	715
North of Ireland	716
West of Ireland	717
East of Ireland	718
Channel Islands	719
Isle of Man	720
Wales	721
North Wales	722
South Wales	723
Central Wales	724
West Wales	725
East Wales	726
North Wales	727

Weathercall is charged at 30p per minute (cheap rate) and 40p per minute at all other times.

AA ROADWATCH

For the latest AA traffic and roadworks information 24 hours a day, dial 0330 401 followed by the appropriate code:

London & SE	731
East of London	732
West of London	733
South East	734
West Midlands	735
East Midlands	736
North East	737
North West	738
Yorkshire & the Humber	739
East of England	740
West of England	741
South West	742
North of Scotland	743
West of Scotland	744
East of Scotland	745
North of Ireland	746
West of Ireland	747
East of Ireland	748
Channel Islands	749
Isle of Man	750
Wales	751
North Wales	752
South Wales	753
Central Wales	754
West Wales	755
East Wales	756
North Wales	757

AA Roadwatch is charged at 30p per minute (cheap rate) and 40p per minute at all other times.

HIGHEST & LOWEST

Yesterday's highest and lowest temperatures (°C):

London	15	8
Edinburgh	12	5
Glasgow	11	4
Belfast	10	3
Cardiff	14	7
Birmingham	16	9
Manchester	15	8
Nottingham	14	7
Leeds	13	6
Sheffield	12	5
Coventry	11	4
Bradford	10	3
Blackburn	9	2
Oldham	8	1
Rochdale	7	0
Tameside	6	-1
Stockport	5	-2
Salford	4	-3
Wigan	3	-4
Preston	2	-5
Lancaster	1	-6
Carlisle	0	-7
Barrow	-1	-8
Blackpool	-2	-9
Morecambe	-3	-10
Widnes	-4	-11
Crewe	-5	-12
Nantwich	-6	-13
Knutsford	-7	-14
Wilmslow	-8	-15
Altrincham	-9	-16
Stretford	-10	-17
Urmston	-11	-18
Swinton	-12	-19
Heaton	-13	-20
Longford	-14	-21
Stalybridge	-15	-22
Oldham	-16	-23
Stockport	-17	-24
Salford	-18	-25
Wigan	-19	-26
Preston	-20	-27
Lancaster	-21	-28
Carlisle	-22	-29
Barrow	-23	-30
Blackpool	-24	-31
Morecambe	-25	-32
Widnes	-26	-33
Crewe	-27	-34
Nantwich	-28	-35
Knutsford	-29	-36
Wilmslow	-30	-37
Altrincham	-31	-38
Stretford	-32	-39
Urmston	-33	-40
Swinton	-34	-41
Heaton	-35	-42
Longford	-36	-43
Stalybridge	-37	-44
Oldham	-38	-45
Stockport	-39	-46
Salford	-40	-47
Wigan	-41	-48
Preston	-42	-49
Lancaster	-43	-50
Carlisle	-44	-51
Barrow	-45	-52
Blackpool	-46	-53
Morecambe	-47	-54
Widnes	-48	-55
Crewe	-49	-56
Nantwich	-50	-57
Knutsford	-51	-58
Wilmslow	-52	-59
Altrincham	-53	-60
Stretford	-54	-61
Urmston	-55	-62
Swinton	-56	-63
Heaton	-57	-64
Longford	-58	-65
Stalybridge	-59	-66
Oldham	-60	-67
Stockport	-61	-68
Salford	-62	-69
Wigan	-63	-70
Preston	-64	-71
Lancaster	-65	-72
Carlisle	-66	-73
Barrow	-67	-74
Blackpool	-68	-75
Morecambe	-69	-76
Widnes	-70	-77
Crewe	-71	-78
Nantwich	-72	-79
Knutsford	-73	-80
Wilmslow	-74	-81
Altrincham	-75	-82
Stretford	-76	-83
Urmston	-77	-84
Swinton	-78	-85
Heaton	-79	-86
Longford	-80	-87
Stalybridge	-81	-88
Oldham	-82	-89
Stockport	-83	-90
Salford	-84	-91
Wigan	-85	-92
Preston	-86	-93
Lancaster	-87	-94
Carlisle	-88	-95
Barrow	-89	-96
Blackpool	-90	-97
Morecambe	-91	-98
Widnes	-92	-99
Crewe	-93	-100
Nantwich	-94	-101
Knutsford	-95	-102
Wilmslow	-96	-103
Altrincham	-97	-104
Stretford	-98	-105
Urmston	-99	-106
Swinton	-100	-107
Heaton	-101	-108
Longford	-102	-109
Stalybridge	-103	-110
Oldham	-104	-111
Stockport	-105	-112
Salford	-106	-113
Wigan	-107	-114
Preston	-108	-115
Lancaster	-109	-116
Carlisle	-110	-117
Barrow	-111	-118
Blackpool	-112	-119
Morecambe	-113	-120
Widnes	-114	-121
Crewe	-115	-122
Nantwich	-116	-123
Knutsford	-117	-124
Wilmslow	-118	-125
Altrincham	-119	-126
Stretford	-120	-127
Urmston	-121	-128
Swinton	-122	-129
Heaton	-123	-130
Longford	-124	-131
Stalybridge	-125	-132
Oldham	-126	-133
Stockport	-127	-134
Salford	-128	-135
Wigan	-129	-136
Preston	-130	-137
Lancaster	-131	-138
Carlisle	-132	-139
Barrow	-133	-140
Blackpool	-134	-141
Morecambe	-135	-142
Widnes	-136	-143
Crewe	-137	-144
Nantwich	-138	-145
Knutsford	-139	-146
Wilmslow	-140	-147
Altrincham	-141	-148
Stretford	-142	-149
Urmston	-143	-150
Swinton	-144	-151
Heaton	-145	-152
Longford	-146	-153
Stalybridge	-147	-154
Oldham	-148	-155
Stockport	-149	-156
Salford	-150	-157
Wigan	-151	-158
Preston	-152	-159
Lancaster	-153	-160
Carlisle	-154	



ARTS 39-41

Leave our stately piles as we would like to find them



FOCUS 43-45

Data warehousing: the software that helps you to sell



SPORT 46-52

Hussain ready to make up for lost time

TELEVISION AND RADIO
Pages 50, 51

27

THE TIMES

BUSINESS EDITOR Lindsay Cook

WEDNESDAY JUNE 5 1996



Crate expectations: Robert Wiseman, managing director of Robert Wiseman Dairies, which does not foresee any problems with the competition authorities

Wiseman in line for 80%

By PAUL DURMAN

THE proposed takeover by Robert Wiseman Dairies of Scottish Milk, a farmers' co-operative, founded from the old Scottish Milk Marketing Board, would give the company nearly 80 per cent of the Scottish milk market.

Alan Wiseman, chairman of Robert Wiseman Dairies, said he does not expect problems with the competition authorities. Two thirds of the company's sales, £148.3 million in the year to March 31, were to supermarket chains. It currently has only 7 per cent of the UK milk market.

The company, whose managing director is Robert Wiseman, reported a 23 per cent rise in pre-tax profits to £8.6 million. The acquisitions of the Scottish milk business of CWS and of Hamilton's Dairies contributed £1.2 million of profit, but their reorganisation cost £1.5 million. Earnings per share rose by 8.4 per cent to 8p. A final dividend of 2.1p increases the total by 12.7 per cent to 3.1p a share.

Alan Wiseman said that the BSE "mad cow" scare has hit raw milk prices, mainly because of reduced exports of dairy products.

Camelot directors land the jackpot

By JON ASHWORTH

FIVE Camelot directors are well on the way to becoming lottery millionaires, after another bumper round of pay and bonuses.

Tim Holley, chief executive, has received more than £988,000 in remuneration since the lottery began. His senior colleagues have shared more than £1.5 million.

The figures, detailed in the latest financial results, accompany a warning by Camelot that further concessions to the gaming industry might jeopardise its aim of raising £9 billion for good causes over the seven-year term of its licence. It says steps to allow betting on lottery numbers could wipe £1 billion off annual sales, although gaming sources disputed the claim.

Details of directors' pay emerged as Camelot unveiled pre-tax profits of £77.5 million on sales of £5.2 billion in the year to March 31, its first full year of operation. Profits after tax were £51.1 million, or a shade under £1 million a

week, slightly higher than expected.

Critics reacted with predictable anger. Jack Cunningham, the Shadow National Heritage secretary, described the lottery as "a one-way bet in a one-horse race", adding: "It is another private monopoly set up by a Conservative government."

He renewed Labour's pledge to award the lottery contract to a non-profitmaking operator. John Major defended Camelot, saying the lottery had been a "spectacular" success.

Richard Branson, who had hoped to run the lottery, described the enterprise as "a genuine licence to print money", and renewed his call for excess profits to be donated to charity. "Today's figures prove that they have had their cake and eaten it, too."

Who wins? ... 31
De La Rue shares fall ... 29

Camelot rounded on its critics. Mr Holley said: "After 18 months, to have raised £3 billion for a combination of good causes and government ... is a testimony to a great British success story."

Research commissioned from an American analyst rates Camelot as the world's most efficient lottery operator, although two German operators retain less profit as a percentage of sales. The research was disputed by at least one rival American lottery operator.

Last year, the National Lottery paid more than £2.6 billion in prizes, and channelled £1.4 billion to good causes. The Government received £677 million in tax and lottery duty. Retailers earned £265 million in commission. Camelot has donated £500,000 to community causes, and claims to be one of the UK's top 30 corporate donors.

Mr Holley, 56, earned a basic salary of £245,000, plus a bonus of £123,000 for exceeding finan-

cial targets. Benefits and a pension contribution took his overall package to £545,053, compared with £443,367 last year. Mr Holley and his four fellow directors shared £849,000 in salary and benefits last year, together with £373,000 in bonuses. The figures exclude pension contributions.

Dividends worth £18.4 million have been distributed among Camelot's five shareholders: Cadbury Schweppes, De La Rue, Racal Electronics, ICL and GTEch, the American lottery company. Camelot said that the payments helped to recover the £10 million cost of its licence application.

GTEch was paid £28.5 million for consultancy services, and for supplying lottery terminals in kit form for assembly by ICL. Racal Electronics received £21.6 million. Camelot has paid £2.9 million to buy De La Rue out of a supply contract worth a reputed £1 million a year, but retains it as a consultant.

Business Links comes under strong fire in DTI report

By PHILIP BASSETT, INDUSTRIAL EDITOR

THE Government's dealings with Business Links, the main providers of official support services in the UK, are sharply criticised in a confidential Department of Trade and Industry report.

Leaders of Business Links (BLs) are almost evenly divided on the quality of their relationships with the DTI, according to the unpublished DTI report seen by *The Times*. Two fifths say that they have had relationships with the department, and some describe their financing arrangements with the Government as "ridiculous".

Michael Heseltine, the Deputy Prime Minister, who as President of the Board of Trade set up the BLs system, is expected to stress their value when he publishes the Government's latest White Paper on Britain's industrial and economic competitiveness next week. But many local business leaders are critical of BLs, claiming that other official bodies are hampering the provision of grant and other services that BLs are supposed to supply as one-stop shops for business services.

MPs on the Commons' all-party trade and industry select committee, which has been mounting an investigation into BLs, are expected to criticise the system in their report on its operation to be published next month.

But in advance of that, a confidential DTI survey of leaders of the 220 BLs suggests that BLs often have poor relations with other business partners, and with the DTI in particular.

The internal survey of BLs leaders, carried out for the DTI between February and April, suggests that "partnership issues" — their relations

with Government, chambers of commerce and other bodies — are seen as the most important question for BLs, even ahead of funding and finance, and operational matters.

Of the BLs chairmen and chief executives surveyed for the DTI, 39 per cent complain of bad relationships with the department, while a further 17 per cent say they have problems, but overall a good relationship. Problems with the DTI listed by BLs leaders include a "never-ending stream of new initiatives", "lack of continuity", and "no advanced planning, ridiculous financing requirements, lack of co-ordination".

BLs leaders say that the "DTI are obsessed with outcomes and pay little attention to the means by which to achieve them" and that "they change the goal posts continually". But 44 per cent say that they have good relations with the DTI, with some citing their dealings with the Government as "first class", "fine, very supportive" and even "excellent". Other BLs partners, including Training and Enterprise Councils (TECs), chambers of commerce and local authorities, score better in the DTI survey.

BLs say that relations with TECs are seen as the best, with 50 per cent of BLs leaders citing relations as good, and only 19 per cent as bad. On relations with local chambers of commerce, 35 per cent say that they are bad, with 47 per cent positive about them.

The DTI said yesterday that Business Links had been successfully established around Britain, with 95 per cent of businesses in the UK now covered by a local support operation.

BUSINESS TODAY

STOCK MARKET INDICES	
FT-SE 100	3755.2 (+16.0)
Yield	4.03%
FT-SE All share	1897.09 (+4.8)
Nikkei	21850.12 (+269.00)
New York	
Dow Jones	5869.40 (+44.89)*
S&P Composite	672.46 (+4.70)*

US RATE	
Federal Funds	5 1/8% (5 1/8%)
Long Bond	87 1/8% (87 1/8%)
Yield	6.98% (7.01%)

LONDON MONEY	
3-month Interbank	8 1/8% (8 1/8%)
Libor long gilt	100% (100%)
Libor (Libor)	100% (100%)

STERLING	
New York	1.5488* (1.5488)
S	1.5488 (1.5488)
DM	2.3741 (2.3650)
FF	8.0376 (8.0110)
Sfr	1.9482 (1.9355)
Yen	168.98 (167.67)
E index	86.5 (86.5)

DOLLAR	
London	1.5328* (1.5277)
DM	5.1890* (5.1715)
FF	1.2588* (1.2537)
Sfr	108.18* (108.45)
Yen	97.5 (97.5)

GOLD	
Tokyo close Yen	108.40
Brant 15-day (Aug)	617.76 (617.60)

GOLD	
London close	\$388.86 (\$388.85)
* denotes midday trading price	

Grid bonuses

The National Grid, which last year caused a political storm over directors' share benefits of its stock market flotation, will soon unveil incentives for key performers. The scheme will be long term and extend beyond the boardroom.

Page 28, Pennington 29

Mobile

Vodafone, the mobile telephone group, reported record pre-tax profits of £475 million for the year to March 31, well ahead of City expectations. Profits in the previous 12 months were £371.1 million.

Page 29, Tempos 30

Cadbury out of bottling

By ALASDAIR MURRAY

CADBURY SCHWEPES, the soft drinks and confectionary company, is withdrawing from the bottling business with the £620 million sale of its 51 per cent stake in Coca-Cola Schweppes Beverages.

Cadbury is selling the business to Coca-Cola Enterprises, which is 44 per cent owned by Coca-Cola Company. Coca-Cola Company is also selling its 49 per cent stake in Coca-Cola Enterprises for £610 million.

News of the sale sparked rumours in the City that Cadbury was preparing a major spree. Cadbury has been linked with possible bid targets such as United Biscuits, whose shares rose 3p to close at 221p. Cadbury shares climbed 18p to 498p.

Dominic Cadbury, chair-



Cadbury: restructuring

man, played down the possibility of a major acquisition, but he admitted that the sale would provide the company with the necessary financial flexibility for new purchases. Mr Cadbury added that the company was interested in restructuring its balance

sheet, possibly through redeeming preference shares.

The sale will reduce total debt from £1.4 billion to £700 million, with gearing falling to 44 per cent. Cadbury added that the sale ends the need to raise £250 million through a rights issue in America and would be earnings enhancing for the next two years.

The terms of the sale also include an £11 million a year increase in the price of Cadbury Schweppes concentrate, which will double the company's profits from concentrate sales. In return, Cadbury Schweppes will pay £41 million over four years to help with marketing costs.

The company has also insisted on stringent protection for the marketing and distribution of its products.

Pennington, page 29

Facia founder seeks to buy back chain

By JASON NISSE

STEPHEN HINCHLIFFE, the founder of Facia, is working on a deal with Gary O'Brien, the group's former chief executive, to buy back the retailing chain from the receivers.

Details of Mr Hinchliffe's plans emerged yesterday as Sock Shop, the Facia subsidiary with 97 outlets, was put into receivership.

KPMG, the firm of accountants which now controls the parent company, said that Mr O'Brien was one of 11 interested parties which said they may make bids for the whole of the group. It said Mr Hinchliffe has not approached them, but *The Times* has learnt that he is working with Mr O'Brien on

an offer, backed by money from America.

All in all, 130 groups have made offers for all or part of Facia, which owns the brands Red or Dead, Saxeone and Salisbury as well as Sock Shop. "All this interest shows it was not a ragtag of businesses," Mr Hinchliffe said last night. "The baby was suffocated before it was able to breathe."

KPMG, the Sock Shop receiver, is acting as receiver to four other subsidiaries and Grant Thornton a fifth. Three more companies, owning the Saxeone and Freeman Hardy Willis chains, are in administration with Price Waterhouse in control.

Clients taken for a less-than-regal ride

By ROBERT MILLER

A FORMER trader who sold British heraldic titles to unsuspecting clients from America and the Middle East was one of four people banned yesterday from working in the City for life.

Stefanos Michalis Kollakis, who was convicted at Southwark Crown Court last year on charges of conspiracy to commit forgery, was struck off the registers of the Securities and Futures

Authority (SFA), the watchdog for brokers and futures traders. Kollakis and his companion, Martin Lewis made more than £85,000 dishonestly by assuring the buyers of ancient titles of "priority" on the Queen's social list. Both men were sentenced to 160 hours of community service.

In one case, they told a buyer he was entitled to ride in a royal carriage at Queen Elizabeth the Queen Mother's birthday procession; in another, they

forged the signature of Lord Deane, the former Master of the Rolls.

Jeff Schnepfer, a New Jersey lawyer who paid \$30,000 for the lordships of Bodardle in Cornwall, Godington, Oxford and Ellesmere, Shropshire, said the sentences were "an incentive for people to go out and steal. I hoped my descendants would remember me as the man who bought the titles."

Of the other three former SFA members expelled yesterday, David

Edward Newton, 48, was convicted at Guildford Crown Court of attempted robbery of a newsagent, and of having a replica revolver when arrested. He was sentenced to four years in prison.

Henry Douglas, a senior manager and compliance officer at Jyske Bank, used his position to steal £95,000 and at the Old Bailey last August was sent to prison for 30 months. Raymond Warner stole £1,850 from a client's bank account by forging the signature.

The Perfect Travelling Companion ...

THE DALVEY VOYAGER CLOCK

Time for one last cocktail as the Imperial Airways flying boat waits at the jetty for the flight to Mombasa ...

Whether your destination, you can recapture the romance of travelling in style with this elegant and reliable travel alarm clock.

ELEGANT AND SLIM,
LIGHTWEIGHT AND ROBUST

Crafted in Scotland by Grants of Dalvey from stainless steel to the highest standards of workmanship, and incorporating a quartz alarm movement, The Dalvey Voyager Clock is superbly polished to give a magnificent finish which will not tarnish.

STYLISH AND FUNCTIONAL

The Dalvey Voyager Clock is decorated in the style of the golden age when travel was an adventure ... the age of flying boats and Grand Tours, colonial postings and luxury liners ... to create an elegant, yet functional, timepiece.

PERSONALISED FOR ADDED EXCLUSIVITY

In keeping with all Dalvey products, the case is embellished with a solid brass badge which may be personalised with your initials or company logo. An added touch of refined exclusivity.

Shown smaller than actual size: 7cm diameter

EXCELLENT VALUE

At only £52.95, (plus £1.95 p&p), The Dalvey Voyager Clock represents excellent value, unlikely to be bettered as a personal, corporate or business gift. Full refund if not completely satisfied.

CORPORATE ENQUIRIES WELCOME

Please phone or fax for quotations for quantities and details of our full range of unique stainless steel gifts and accessories.

Company No. 99662
Grants of Dalvey Limited, Aches, Ross-Shire IV17 6XT
Please return your order today or phone 01349 884111 / Fax 01349 884100 If you prefer to pay by credit card.

PRIORITY ORDER FORM

The Grants of Dalvey Ltd., FREEPOST 1052, Aches, Ross-Shire IV17 6XR Phone: (01349) 884111 Fax: (01349) 884100 (24 hour service)

Name and address: _____ TOTAL £ _____
Voyager Clock(s) at £52.95 each
Engraving at £4.50 each (Max. 3 lines) _____
Post and packing at £1.95 each _____
Me/Ms/Miss _____
Address _____
Postcode _____
Daytime phone No _____
Name on Card _____ Exp. Date _____/____/____
Signed _____ Delivery: please allow 28 days TMS 30

Duty-free battle hotters up

The battle for Alders' duty-free airport shops is intensifying as BAA is expected to raise its offer while Swissair is making a bid directly to Alders shareholders.

Alders is currently set to accept a £130 million offer from BAA, while ignoring a £145 million bid by Swissair. Alders directors' coolness towards Swissair has prompted the Swiss airline to write directly to Alders' main shareholders before its June 10 meeting, convened to approve the sale to BAA.

Swissair is asking shareholders to throw their weight behind its rival bid because of the obvious financial advantage. Responses from Alders shareholders have been requested by close of business today. The existence of the Swissair letter to shareholders was disclosed yesterday by Alders in a damage-limitation exercise.

Subject to the support of 40 per cent of Alders shareholders, Swissair will make a formal bid of £145 million on terms which in all material respects will be the same as that made by BAA on May 17.

Golden Vale weathers storm

Golden Vale, Ireland's fourth-largest milk processor, seems to have weathered the latest storm over the milk scandal. Shares in the Cork company, which went public in 1991, were stable at 163p yesterday even though Jim O'Mahoney, its chief executive, was the subject of a confidence vote over the weekend.

The vote came during a meeting of the Golden Vale Co-op, an association of farmers who supply milk to the company and whose board has the power to elect members of Golden Vale's board. The meeting was called to discuss the recent payment of £13.1 million in milk superlevy arrears to the Department of Agriculture. The payment was demanded after officials found that Golden Vale had underestimated the financial penalties it should have imposed on its farmers who had exceeded their milk quotas.

Online launch

News EyeQ, the online business information service from News International, owner of *The Times*, and DataTimes Corporation, made its commercial launch yesterday after a month-long trial by some 150 companies. The service offers access to 6,000 sources of information, including newspapers and magazines, trade journals, company financial information, market research, country profiles, share prices, exchange rates and market indices.

TOURIST RATES

	Bank	Bank
Australia \$	2.04	1.98
Austria Sch	17.98	18.18
Belgium Fr	51.76	47.44
Canada C\$	2.02	1.97
Cyprus Cyp£	0.763	0.708
Denmark Kr	8.72	8.65
Finland Mk	7.98	7.21
France Fr	6.44	7.79
Germany Dr	2.55	2.52
Greece Dr	369.00	364.00
Hong Kong \$	12.86	11.68
Ireland Ir£	1.03	0.95
Israel Shk	4.4980	4.2900
Italy Lit	224.00	204.00
Japan Yen	163.00	166.00
Malta	0.599	0.544
Netherlands Gld	2.610	2.580
New Zealand \$	2.43	2.21
Norway Kr	10.80	9.98
Portugal Esc	200.48	227.00
S Africa Rd	7.52	6.52
Spain Ptas	166.36	193.50
Sweden Kr	11.02	10.22
Switzerland Fr	2.208	1.90
Turkey Lira	154.14	116.14
USA \$	1.950	1.820

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques. Rates as at close of trading yesterday.



Looking ahead: David Farrar, chief executive of Allied Colloids, which was able to increase its total dividend despite a fall in profits and earnings

National Grid to unveil performance incentives

By CHRISTINE BUCKLEY

THE National Grid, which last year caused a political storm over directors' share benefits on its flotation, will soon unveil a package of incentives for key performers.

Directors of the grid, Britain's electricity transmission system, incurred the wrath of the Prime Minister and Tim Eggar, the Energy Minister, because of their refusal to give up entitlement to a special dividend. The main directors made a paper profit of £2 million when the grid moved into public hands.

David Jones, chief executive, said that the new package, which will be unveiled in the annual report at the start of next month, would not

include share options, but would feature other incentives for key performers.

The scheme has been drafted by a remuneration committee chaired by Malcolm Williamson, chief executive of Standard Chartered Bank. It will extend to staff beyond the board, but is nevertheless likely to incite further controversy if it is seen as profligate. The performance targets will have fairly long timescales in order to satisfy the Greenbury requirements on corporate governance.

Customers are likely to benefit by £10 on annual bills after the grid pulled £122 million in savings from uplift management — the juggling of gener-

ating capacity to meet the statutory obligations to provide power.

A substantial part of the savings has been made by inducements paid to the generators to keep their power stations available. The savings for customers will not feed through until next year when the uplift is built into the regional companies' tariff calculations.

The grid is in talks with several companies in an effort to move Energis, its telecoms division, into an international dimension.

Mr Jones said that the company would be happy to take a back seat and sell a majority stake in the business,

which is expected to break even in 1999-2000. So far, £300 million has been pumped into the business, which has delivered losses of £120 million.

The grid, which faces a regulatory pricing review in September, raised operating profits from continuing operations 9 per cent to £656.3 million in the year to the end of March. The final dividend, payable on October 1, was set at 6.16p, taking the total for the year to 10.27p.

Joan Rennocks, PowerGen's departing finance director, realised a gain of more than £18,000 after exercising options on Monday.

Pennington, page 29

Price rise hits Allied Colloids

ALLIED Colloids Group, the pollution controls, minerals and paper company, blamed a sharp rise in raw material prices for a fall in pre-tax profits from £50.34 million to £42.1 million in the year to March 31.

The company said the cost of raw materials was now falling, although they remain well above the levels of the 1994-95 financial year.

Despite the decline in profits and a fall in earnings to 5.76p a share from 7.09p, the total dividend is raised to 2.86p from 2.6p, with a final payment of 2.28p due August 23.

Turnover improved to £393.39 million from £355.98 million, with four of the company's five divisions reporting a rise in sales. The exception was the textiles division, where sales eased 2 per cent.

Pennington, page 29

Thames plans share buy-back for £250m

By PAUL DURMAN

THAMES WATER is planning to buy back 10 per cent of its shares at a cost of about £250 million.

The buy-back, which will require shareholder consent, follows Thames's decision in March to abandon its diversification in water plant design and construction. The company's higher borrowings, which will rise from 29.6 to about 45 per cent of shareholders' funds, will make better use of its resources.

David Luffman, finance director, said that gearing of 70 per cent would be "not unreasonable" for Thames, with its reliable cashflows.

Thames's annual pre-tax profits, down from £303.7 million to £228.7 million, showed the impact of £41.2 million losses, a £67 million write-down of assets and a £28 million goodwill writeback at the design and construction businesses. UTAG, the German business that was the main culprit, is up for sale, as is PWT in the UK.

Sir Robert Clarke, Thames's chairman, said he hopes to complete the sales before the interim results. He also said that Thames had reached a settlement with Michael Hoffman, the former chief executive whose contract was terminated in March. The settlement was substantially less than reported suggestions of £500,000.

Thames is increasing its dividend by 12 per cent to 28.3p a share, with a final dividend of 19.1p. Thames believes it

can sustain real dividend growth of 7-8 per cent a year.

The main water utility business increased profits by 8.5 per cent to £387 million. Operating costs rose by only 0.8 per cent, in spite of a £22m increase in the depreciation charge.

Yesterday, Labour attacked Thames for failing to spend enough money to tackle leakages that last year totalled 177 million gallons, a 35.6 per cent increase since 1992. But Bill Alexander, managing director, said detection rates had improved by 50 per cent.

Pennington, page 29

IoD safety report comes under fire

THE Health and Safety Commission has criticised an Institute of Directors report of safety regulation as being "muddled and misleading" as well as "shoddy and unhelpful".

Frank Davies, the commission's chairman, was said by his officials to be "hopping mad" about an IoD report this week that called for a reduction in the health and safety "burden" on business. The commission recently launched a campaign to tackle ill health in the workplace and urged firms to do more to combat problems such as stress and industrial deafness.

WS Atkins prepares for £200m flotation

By PATRICIA TEHAN

WS ATKINS, the consulting engineering firm that is 60 per cent owned by management and staff, is planning a £200 million stock market flotation next month.

The float will put a £3 million value on the 1.5 per cent of shares held by Michael Jeffries, chief executive and biggest staff shareholder. Mr Jeffries said he has no plans to sell his shares at flotation time, and other directors "will be selling very few indeed".

Some 2,000 of the company's 6,000 staff hold shares. The nine main board directors hold 7 per cent of the shares, worth £14 million. The remainder are

held by the founder shareholders and the pension fund. Mr Jeffries said he expects the pension fund to sell its entire 20 per cent holding and the family trusts to sell some of their 20 per cent stake.

Mr Jeffries said one of the reasons for the float was to buy out the family shareholders and to fulfil "a promise to staff that when they purchased shares they would have a liquid market". It would also be more straightforward to raise capital.

In the year to March 31, WS Atkins made pre-tax profits of £20.7 million on turnover of £195.9 million.

Rothschild to quit SJPC chair

By ROBERT MILLER



Lord Rothschild: heritage funds role

LORD Rothschild is to stand down as joint chairman of St James's Place Capital (SJPC), the financial services group that he runs with Sir Mark Weinberg, to devote more time to the National Heritage Memorial Fund and the Heritage Lottery Fund. Lord Rothschild, 60, will become a non-executive director of the group instead.

Yesterday SJPC announced a more than doubling of annual profits to £47.6 million in the year to March 31 and said that the group was to split into two new companies.

A successor company to SJPC, and one bearing the same name, will hold the core financial services interests of the diverse group. These include J Rothschild Assurance, the life and pensions company, Global Asset Management, the fund manager, and Life Assurance Holding

Corporation, whose portfolio includes Windsor Life and Crown Life.

A newly formed investment trust, Value Realisation, which will have a three-year life, will hold a portfolio of investments worth about £123 million to be transferred from SJPC. RIT Capital Partners, the investment trust spun out of SJPC in August 1988, will no longer be managed by SJPC and will become self-managed. There have been criticisms of RIT for its high management charges and lack of transparency to investors.

Simon Colson of NatWest Securities welcomed the restructuring and said that RIT could be due for a market restructuring in the light of yesterday's announcement.

The market in general also looked favourably on the new look SJPC and the shares closed 6 1/2p higher at 130p.

BUSINESS ROUNDUP

Eurotunnel dampens hopes of early deal

EUROTUNNEL moved to squash hopes that it is close to a financial restructuring agreement with its banks after a sharp rise in its share price. Shares in the company rose 1 1/2p to a year high of 105 1/2p on Monday with growing expectations that it may be able to announce a deal at its annual meeting on June 27. Yesterday they rose another 10p to 115 1/2p. However, Patrick Ponsolle, co-chairman, gave warning yesterday that although an outline agreement was not "an unrealistic objective" by then, the detailed negotiations were still dogged by uncertainty. He said: "Our shareholders must not underestimate the uncertainties which continue, and will continue to affect the timetable or the substance of our negotiations with the representatives of the banking syndicate, until such an agreement has been reached." The statement was seen as a warning that talks are proceeding much more slowly than hoped, in part because of the involvement of two French court appointed mediators.

There is also still thought to be only limited common ground on how a deal could be structured between Sir Alastair Morton, the other co-chairman, and many of the lenders in the 22-bank syndicate, which is owed more than £8 billion. Any restructuring proposals must have the unanimous agreement of the banks. Pennington, page 29

Opec ministers gather

OIL ministers yesterday gathered in Vienna for the 100th ministerial conference of the Organization of Petroleum Exporting Countries (Opec), which opens today, with Saudi Arabia yesterday throwing its weight behind the idea that Opec should raise its production ceiling to allow for resumed oil exports from Iraq now that the United Nations is relaxing its Gulf War embargo against it. But the Saudis appear to be against allowing other Opec members other than Iraq bigger individual quota allocations within the higher ceiling.

RAF seeks private funds

THE RAF is turning to the Private Finance Initiative to update or replace the 120 light training aircraft that are used by the university air squadrons and air cadets. The Ministry of Defence has appointed Shreeveport, a management consultancy, to help to attract private sector bidders to finance and support the aircraft fleet. The RAF currently uses British Aerospace Bulldog, Gert McCleary, of Shreeveport, said it is unusual to use the PFI for providing services rather than for a construction project.

Thorntons closes factory

THORNTONS, the chocolate manufacturer and retailer, announced the closure of a factory and the possible sale of its French business. Thorntons, which has issued two profit warnings since November, is stripping out £250,000 of costs by closing its Flixborough factory in Lincolnshire, as part of the business review undertaken by Roger Paffard, chief executive. A £1.65 million exceptional charge includes £900,000 against the previously announced sale of a Belgian business. Profits will be hit by a further £1.725 million of previously written off goodwill.

US orders leap ahead

AMERICAN factory orders showed the strongest gain for 20 months in April after volatile transport goods are stripped out, according to the US Commerce Department. Not including transport, orders jumped by 1.9 per cent, the biggest monthly increase since August 1994. With transport included, orders declined 0.1 per cent after a revised 1.7 per cent increase in March orders. The figures were interpreted positively on Wall Street and confirm recent indicators suggesting that manufacturing industry is growing modestly.

A R Baron censured

A JOINT operation between the Securities and Investments Board, the City's chief regulator, and the US Securities and Exchange Commission has led to A R Baron & Co Inc, a New York broker dealer, being ordered to "cease and desist" from violating federal securities laws. This follows complaints about UK investors being "cold-called" by A R Baron and allegations of unauthorised trades. The SIB said that A R Baron was not authorised to conduct investment business in Britain and asked UK clients of the firm to contact the regulatory body.

Girobank ballot re-run

A GIROBANK workers' ballot for industrial action is to be re-run after the bank alleged discrepancies in the voting. About 3,500 members of the Communication Workers Union based at Girobank offices throughout Britain will vote again next week on whether to take action in a dispute over pay rates and grades. Alliance and Leicester, Girobank's owner, said that it would take legal action unless the ballot was held again. The union had been scheduled to announce the result at its annual conference in Blackpool yesterday.

Reserves fall \$93m

BRITAIN'S gold and currency reserves fell by an underlying \$93 million in May, compared with a \$64 million fall in April, and against market expectations of a \$41 million rise. The overall level of the UK's official reserves fell by \$108 million bringing the end of May reserves to \$45.5 billion (\$45.6 billion at the end of April). There were repayments of borrowing under the Exchange Cover Scheme (ECS) of \$17 million. The May tender of UK Ecu Treasury Bills was \$1.25 billion, and maturing UK Ecu Treasury Bills were \$1.25 billion.

Unijet lands airline

UNIJET, the travel group, is to increase its 40 per cent shareholding in Leisure International Airways, to become the sole owner of the international charter airline. The equity in the airline, now shared between Unijet, Air UK and British Air Transport Holdings, will be handed over completely to Unijet by April next year. Yesterday Unijet reported an 18 per cent increase in pre-tax profits to £4.5 million in the year to October 31. Cash balances at the year end amounted to £30 million.

EMU boost for Ireland

FROM EILEEN MCCABE IN DUBLIN

IRELAND'S Finance Minister last night trumpeted the latest EU report on the Republic's economy, saying it proved his policies would secure Ireland's qualification for full EMU membership.

Ruairi Quinn said he was pleased the report had concluded that Ireland is among the best performers in relation to the strict deficit and debt criteria for joining the single currency and is "well positioned" as the starting date for EMU approaches.

Mr Quinn agreed with the European Commission's assessment that "the challenge for policy in the lead-up to

EMU is to maintain the competitiveness of the Irish economy; this will ensure continued growth in domestic demand and in indigenous investment in particular".

In its detailed report, the Commission noted that the Republic's economic growth from 1991-94 averaged 4 per cent, well above the EU average, while its inflation rate has remained subdued.

The report said: "The basis for the Irish success lies in a comprehensive macroeconomic strategy involving the social partners. The strategy is strongly stability oriented and is complemented by a success-

ful policy of industrial development."

The report noted that GDP per capita in Ireland has increased from about 70 per cent of the EC average in 1990 to more than 80 per cent in 1994.

However, the Commission also noted weaknesses in the Irish economy, including high unemployment.

THE boom in Irish car sales, which saw an 8 per cent increase in 1995, looks set to continue, according to figures released yesterday. So far this year 74,000 vehicles have rolled out of showrooms in the Republic, just 13,000 short of the figure for the whole of 1995.

Simplify!

ICL that's IT.

Information Technology-IT-simplifies processes and cuts costs!
Call 0800 317711 • <http://www.icl.co.uk>

□ Thames sticks to what it knows □ Benefits of exiting a grand alliance □ A boardroom perk too far

Where otters may safely graze

□ GOOD news. Salmon are back in the Thames and the otter has returned to the Kennet. Perhaps an odd inclusion in yesterday's results, but one small sign that when Thames Water sticks to water supply and treatment, the company turns out to be rather good at it.

Thames is proud to have kept London's hoses running throughout last year's hot summer and confident that, with reservoirs full and protected by a huge ring main around London, it can withstand a similar test this year. The problems, as with other privatised utilities, came when the board tried to make money from something more demanding than running a regulated monopoly.

Thames stayed closer to the water industry than some of its peers, but with scarcely better results. UTAG, a German water engineering and design business, and PWT, a UK contractor, are up for sale after contributing to the £95 million write-off that spoilt yesterday's results.

As Plan A (the diversified utility) is binned, so Plan B (the focused utility) is slipped out of its folder. Thames will now buy in 10 per cent of its shares, gearing up its balance sheet with another £240 million of debt. The aim is to deprive the board of even the temptation to waste shareholders' money again.

But for those shareholders, this looks far too tentative. Gearing will still be no higher than 45 per cent when the company says it would be comfortable with 70 per cent. Politically, it simply allows Labour to rail against spending on shareholders rather than on plugging what leaks there are in the water system.

The City fears Thames' caution betrays an absence of strategy. The legacy that chairman Sir Robert Clarke left behind at United Biscuits does not inspire confidence. Nor do the remnants of the non-regulated side, particularly the marginally profitable business of water and waste water treatment equipment. Meanwhile, the benefits from co-operating more closely with London Electricity are modest beside the boasts of such as United Utilities.

It may seem unfair to demand long-term thinking from Thames when prospects for the regulated business are so tied up with the next election. The water companies know they present an easy target for an incoming Labour Government and its

windfall tax. But that is exactly why Thames needs to come up with a clear strategy now.

The promise to shareholders is of 7 to 8 per cent real dividend growth for the appreciable future. But this is far in excess of the sort of payout that should be countenanced by the dull, risk-averse utility that Thames wishes to be. Far better to unload more cash from the balance sheet to shareholders now and reduce those later dividend expectations. Alternatively, the regulator should make it his business to ensure that those high dividend hopes can never be met.

Cadbury squeezes out the last drops

□ RESEARCH scientists on both sides of the Atlantic have tried for years to analyse the precise nature of Dr Pepper, the sweet soft drink popular south of the Mason-Dixon line. Not a cola — wrong colour. Not a root beer — wrong taste. Not one of those expensive New Age soft drinks, a twist of lemon and ginseng over

PENNINGTON



sweet spring water blessed by Saint Anita of the Body Shop — wrong end of the market.

The answer came yesterday. Dr Pepper is an excellent solvent, unsticking the most durable of alliances. It has unglued Cadbury Schweppes, which took over the drink last year, from Coca-Cola Corporation.

That alliance was set up ten years ago with a 20-year lifespan, breakable at the option of Cadbury last autumn. The British firm failed to do so. Coca-Cola, through its 44 per cent owned vehicle Coca-Cola Enterprises, has now elected to dissolve the marriage and to pay Cadbury a premium in return.

One reason is the inroads that Dr Pepper has made into the soft

drinks market outside its home Southern states, where it is already the drink of choice. The advantages to Cadbury are an exit from a business with a defined ten-year life span, declining profits and heavy capital spending needs.

Instead, £600 million-plus of proceeds almost halve a burden of debt that was worrying the market and another £300 million or more of profit from the sale swells shareholders' funds reduced by write-offs from the group's heavy acquisition programme. There is no need for a £250 million US ADR offering that was threatened with a cool welcome on Wall Street or for any other cash-raising.

The downside is the need to field, yet again, suggestions that the group will be bidding for United Biscuits. Coincidences happen, and the inflow from Coca-Cola is just that rather than a concerted attempt to build a war chest. The future for Cadbury lies in areas such as Russia and China. Future purchases, probably, will be of small local confectionery businesses that enhance those opportu-

nities. But only probably; Dominic Cadbury did admit yesterday that acquisitions tend by their nature to be opportunistic.

Fat cats slip through the Grid

□ BEWARE — fat cat warning. The next annual report from the National Grid will warrant more than a passing glance. The Grid directors were in the public stocks last year after most refused to forego undeserved dividends. They now have new incentives up their sleeves.

Even for a privatised utility, the anger last autumn over the demerger of the Grid from the regional electricity companies was extraordinary. A technicality required the payment of hundreds of thousands of pounds to directors before the company could make a £50 rebate to customers. The affair proved the last straw after a season of embarrassing salary hikes and share option rows.

But the Grid board is not one to flinch from public outrage in the pursuit of an honest day's

pay. News of the latest goodies, which will not, we are assured, include share options, will be in the annual report. If you enjoy a good "fat cats" row, make a diary note now for early July.

Another person minded to see how much the Grid values its board will be Stephen Littlechild, the electricity regulator now drafting a new pricing formula for the business. One can only hope he will, for once, be tough.

As for the shareholders, they may be keen on something — anything — that injects a bit of pep into shares still languishing below the flotation price.

Lost in translation

□ EVEN allowing for linguistic shift, there was a distinct Anglo-Gallic rift between the two Eurotunnel chairmen yesterday. Patrick Ponsolle sounded more optimistic than Sir Alastair Morton about prospects for an agreement with the banks by the end of this month, perhaps because he has to answer to five times as many private shareholders as his British counterpart. Eurotunnel's 10p share price rise yesterday looks hard to justify. Agreement is possible in time for the annual meeting on June 27, given some flexibility on the part of the co-chairmen. But the more flexible they are, the less shareholders can expect.

MEPC beats City forecast

MEPC, the property group, beat City forecasts yesterday with an 11 per cent rise in pre-tax profits to £67 million for the first half year to March 31.

Lord Blakenham, the chairman, said the board expected that earnings for the full year would exceed those of the year to September 1995.

Gains on the disposal of fixed assets contributed £5 million to profits, compared with £7 million in the first half of 1995.

Net asset value per share fell from 475p in March 1995 to 466p, but was higher than September's 457p. An interim dividend, held at 5.25p a share, is payable on July 23.

Vodafone profits reach all-time high of £475m

By OLIVER AUGUST

VODAFONE, the mobile telephone group, yesterday reported record pre-tax profits of £475 million for the year to March 31, well ahead of City expectations. Profits in the previous 12 months were £371.1 million.

The number of subscribers worldwide increased by almost one million to more than three million at year-end.

Sir Gerald Whent, chief executive, told a presentation yesterday that it had been another very good year, with the digital networks connecting more subscribers than the analogue networks. In addition,

the overseas investments were moving nicely from loss to profit.

Sir Ernest Harrison, chairman, said that the net number of new customers to its analogue and digital networks was more than 630,000, a growth of more than 35 per cent in its subscriber base. "Of these new connections, over 55 per cent were to the digital service," he said. The strategy for the future was to concentrate on the core mobile phone business.

He also said that the group will shun eastern Europe for the foreseeable future "because

we are a capitalist company and they still don't understand capitalism. You negotiate for six weeks without result and then you go home."

Ken Hydon, group finance director, told the meeting: "There are now very few attractive new licences available so the intention is to increase shareholdings in those countries where we have a presence. The group's international portfolio is poised to grow more rapidly than the UK over the next few years."

Vodafone's churn rates, the rate at which subscribers cancel, edged down during the

year to 25.6 per cent from 28.5 per cent a year earlier. There is a final dividend of 2.04p a share, lifting the total dividend by 20 per cent to 4.01p. Earnings of 10.15p a share were 30 per cent higher than in the previous year.

Two new executive directors joined the board yesterday. David Channing Williams, 48, has responsibility for value added services, paging and data networks, while Julian Horn-Smith, 47, will be responsible for the group's overseas interests.



Sir Gerald Whent: buoyant

De La Rue shares fall as results disappoint

By JASON NISSE

SHARES of De La Rue, the banknote printing company, fell 65p to 650p yesterday in reaction to disappointing full-year figures. The shares have lost more than one third of their value since a profit warning in November.

The company was able to announce a 0.9 per cent increase in taxable profits to £147.9 million in the year to March 31. But when a £20.2 million profit from the sale of the Hong Kong business and a £15 million rise in lottery profits to £17.4 million were taken away, profits slipped by nearly 25 per cent to £12.7 million.

De La Rue blamed the downturn on falling margins in the banknote printing busi-

ness and a restructuring of the cash systems side, which largely makes machines to electronically dispense money.

Jeremy Marshall, chief executive, said that the break up of the Soviet Union had brought a massive increase in business. But that had now subsided, leaving too many banknote printers chasing too much business.

"We are maintaining market share, but our customers want us to meet prices," said Mr Marshall.

Earnings slipped 8.8 per cent to 50.5p a share. A final dividend of 16.5p will make a total of 23.75p, an increase of 3.3 per cent.

Tempus, page 30

Without us, you could still rely on Xerox, but who could Xerox rely on?

Xerox factories.
Automation, assembly line control, monitoring and electrical distribution provided by Schneider.

<p>No wonder Xerox selected Schneider as its worldwide quality certified supplier for electrical distribution, industrial control and automation: Schneider has the same quality standards as Xerox. With 90,000 people in 130 countries, we are</p>	<p>a world leader in the electrical industry. Our two brands Merlin Gerin and Telemecanique provide expert solutions to customers around the world, from electrical distribution to industrial control and automation. No matter what business you're</p>	<p>In, Schneider has the products and services to meet your needs. Because no one in the world does more with electricity. Schneider Limited Tel: (44) 1 81 807 5600 Fax: (44) 1 81 807 5666 Web: http://www.schneider.co.uk</p>
--	---	--

No one in the world does more with electricity.

GROUPE SCHNEIDER
Merlin Gerin Telemecanique

STOCK MARKET

MICHAEL CLARK

Bid talk pushes Lucas shares to five-year high

TALK of a spoiling bid emerging for Lucas Industries within the next few weeks has pushed its shares to a five-year high.

Shares of the automotive parts group rose a further 4p to its highest level for more than five years as a mid-persistent talk of a bid from the likes of GKN, down 3p at 980p, TI Group, 2p lighter at 527p, or Mannesmann, the German engineer, BBA has also been mentioned as a possible suitor, even though it would probably need to raise extra funds to make before making its move. BBA fell 11p to 317p with a large line of stock reported to be overhanging the market.

This latest flurry of speculation follows confirmation last week that Lucas has agreed a £3.2 billion merger with Vantage Corporation in the US. The new company, Lucas Vantage, will become a major force in the motor industry and will be almost certain to join the list of top 100 companies as a constituent.

Speculation was fuelled yesterday by activity on the traded options market where a total of 7,000 open interest contracts, equivalent to 7 million shares, were taken out in the August 260p series, suggesting that a predator may be about to make its move.

A mark-up on Wall Street during the first hour of trading provided London with a much needed boost. The FT-SE 100 index closed at its best of the day, after a hesitant start, to finish 16.0 up at 3,755.2.

Trading conditions remained scrappy with total of 843 million shares changing hands. However, Dragon Oil, unchanged at 15p, accounted for 90 million of that number.

There is no shortage of takeover speculation among the insurers where someone could be looking to spoil the proposed merger between Royal Insurance, unchanged at 424p, and Sun Alliance, 1p firmer at 400p. Guardian Royal Exchange was 4p firmer at 270p, while General Accident firmed 10p to 673p.

The banks put in a late run amid claims that one of the big securities is about to issue a "buy" recommendation on the sector. Barclays recovered an earlier fall to finish 16p better at 774p. There were also gains for Abbey National, 9p to 563p, HSBC, 11p to 979p, Lloyds TSB, 6p to 319p, and Royal Bank of Scotland, 12p to 539p.



Cadbury shares firmed on news of a disposal to Coca-Cola

Vendome, the luxury goods group, advanced a further 6p to 644p ahead of figures due soon. Richmond with 70 per cent of the shares continues to be tipped to bid for the rest. Brokers say a price of 850p a share is being mentioned.

Cadbury Schweppes jumped 17p to 498p after announcing plans to sell its 51 per cent stake in CCSB, the

group to play down recent optimistic statements about reaching a settlement with the consortium of banks it owes almost £9 billion.

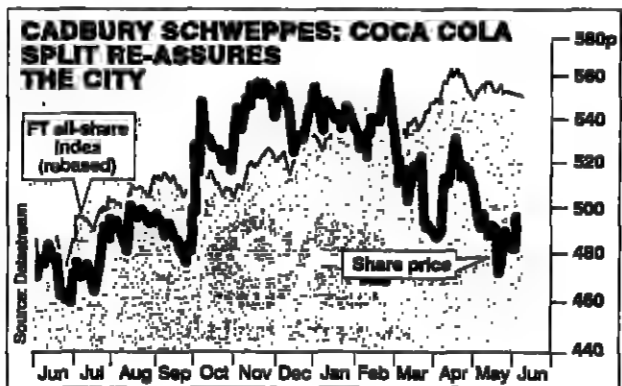
Patrick Ponsolle, co-chairman, has always said he believes it possible to reach agreement by June, but yesterday he was warning shareholders that the talks are still affected by uncertainties.

Cortec International, the biotech group, held steady at 378p. It raised £46 million by way of an international placing, but increased investment means it will be a further 18 months before the company breaks even. Nomura, the securities house, is excited by prospects for its oral insulin.

bottling venture, to its partner Coca-Cola for £620 million. The City greeted news of the deal and plans to scrap an offering of shares in the US with relief. Cadbury's relationship with Coca-Cola had steadily deteriorated this year and was causing concern in the Square Mile.

Eurotunnel extended this week's lead with a rise of 10p to 115p despite attempts by

Better than expected full-year figures and another surge in subscribers enabled Vodafone to claw back the previous days fall with a rise of 4p to 254p. The third profits warning in recent months sent shares of De La Rue, the security printer, tumbling 65p to 650p. Pre-tax profits of £147.9 million exceeded City forecasts. But they still failed to impress the City with



Cadbury Schweppes: Coca Cola split re-assures the city

brokers such as Panmure Gordon lowering its estimate this year from £145 million to £140 million.

Thames Water, down 11p at 579p, received a cool response to full-year figures showing pre-tax profits down from £303.7 million to £28.7 million. The figure was struck after exceptional charges of £94 million relating to restructuring the business. The group also denied plans to merge with London Electricity, down 18p to 704p.

National Grid slipped 2p to 181p after producing full-year figures in line with City estimates. But brokers remain cautious about the outcome of the industry regulator's review of the company.

Emap, the publisher, fell 27p to 675p after the news it plans to sell its regional newspaper chain to Johnston Press for £211 million. The news emerged as the group announced full-year pre-tax profits up £14.4 million at £78.3 million. Johnston Press rose 4p to 210p.

A profit warning left Midland Independent Newspapers nursing a fall of 24p at £23p. The group said a drop in advertising revenue would leave profits down at the half-year stage. A figure of not less than £7.9 million has been forecast.

A profits warning also left Multimedia Corporation, the computer software education specialist, 5p off at 78p. The group blames cost overruns of £130,000 on its ABC News-links venture.

GILT-EDGED: Prices edged higher in thin trading with sentiment continuing to be underpinned by the pound's growing confidence on the foreign exchange market. Another positive performance from US Treasury bonds also helped.

In the futures pit, the September series of the long gilt climbed 0.1p to £105.13 as the total number of contracts completed reached 35,000.

In longs, Treasury 8 per cent 2015 rose 0.1p to £97.13, while at the shorter and Treasury 8 per cent 2000 was 0.1p better at £102.13.

NEW YORK: Shares surged ahead in early trading, boosted by economic data pointing to a US economy showing no signs of overheating and a strong bond market. At midday, the Dow Jones industrial average was up 44.69 points at 5,669.40.

MAJOR INDICES

New York (midday):
Dow Jones 5669.40 (+44.69)
S&P Composite 672.90 (+1.78)

Tokyo:
Nikkei Average 21858.12 (+268.60)

Hong Kong:
Hang Seng 11086.01 (+27.10)

Amsterdam:
EEX Index 568.61 (+0.59)

Sydney:
All Ordinaries 2236.00 (+16.30)

Frankfurt:
DAX 2546.25 (+14.42)

Singapore:
Straits Times 2318.72 (+4.84)

Brussels:
General 9377.91 (+11.33)

Paris:
CAC-40 2111.00 (+10.10)

Zurich:
SIX Gen 781.00 (+4.20)

London:
FT 30 2762.2 (+15.0)
FT 100 2762.2 (+15.0)
FT-SE 100 2762.2 (+15.0)
FT-SE 250 2762.2 (+15.0)
FT-SE 100 2762.2 (+15.0)
FT-SE 250 2762.2 (+15.0)
FT-SE 100 2762.2 (+15.0)
FT-SE 250 2762.2 (+15.0)

Exchange Index 2762.2 (+15.0)
Bank of England official close (4pm) 2762.2 (+15.0)
LSEU 1.0000
USD 1.526 Apr (2.4%) Jan 1997 1.0000
RPI 152.0 Apr (2.4%) Jan 1997 1.0000

RECENT ISSUES

AJM Trust 101 ...
Aberforth Sm (100) 102 ...
Biocompatibles Wms 55 ...
CA Courts (105) 118 ...
Carlsbrooke (90) 108 ...
Emtech 105 ...
Epic Multimedia 98 ...
Garcia Select 92 ...
Hercules Prop Svcs 55 ...
INVESTCO Eng & Int 98 ...
Independent Energy 100 ...
Just Group 5 ...
Luminar (200) 284 ...
Maiden Group 203 ...
Mulberry Group 170 ...
Prism Rail 205 ...
Railtrack (190) 216 ...
Recognition Sys (70) 118 ...
Reflex 80 ...
Renaissance US Grh 98 ...
Schroder Vrs 194 ...
Taiwan Inv Tr C 94 ...
Thomas Potts 12 ...
Tom Hoskins 53 ...
Whitcross (84) 93 ...

RIGHTS ISSUES

Albrighton n/p (8) ...
Chelfield n/p (220) ...
Firstbus n/p (140) ...
Isotack n/p (5) ...
Porter Chad n/p (24) ...
Process Int n/p (45) ...
Sketchy n/p (105) ...

MAJOR CHANGES

RISES:
Euro Daney 1890 (+18p)
Benham Gp 3380 (+27p)
Bluebird Toys 2480 (+19p)
Int Bloch 1490 (+11p)
Kingsbury Gp 2830 (+20p)

FALLS:
Inspec 284p (-59p)
Lombard Com 308p (-27p)
MAID 281p (-17p)
Scholl 254p (-12p)
Chrysalis 488p (-17p)
Danka Bc Sys 780p (-18p)
Tobert & Brim 810p (-13p)

Closing Prices Page 32

TEMPUS

Swiss launch air raid

THE battle for Allers International, the loss-making duty-free arm of the traditional department stores group, took a remarkable turn yesterday. Allers made it be known publicly that SBC Warburg, acting on behalf of SwissAir, had been writing directly to Allers shareholders.

One can see the point of view of Warburg, now merged with the Swiss Bank Corporation. SwissAir desperately wants to pay good money for Allers International, whose parent group would very much like to sell in order to raise funds to finance development of the main department stores.

Allers seems to be intent on doing a deal with BAA. At present, BAA is offering £130 million, an increase on the reputed £90 million it was first prepared to offer.

Yesterday, Allers said that SBC Warburg, on behalf of SwissAir, had offered to pay £145 million cash for Allers International provided it can get support from 40 per cent of Allers shareholders who face a deadline for their decision tonight.

All of this, however, reckons without the influence BAA can exert over Allers International as landlord of many of its operations. One could now reasonably expect Sir John Egan and BAA to put the matter out of dispute and pay more than SwissAir is apparently prepared to offer — those close to the deal expect them to do so today.

The dogfight over the duty-free shops and cruise ship and ferry concessions, however, leaves Allers shareholders as the clear winners: whatever the outcome they owe a debt of gratitude to the Swiss.

De La Rue

LORD LIMERICK, De La Rue chairman, yesterday said the company had experienced "a pause in financial results" last year. Considering the shares have virtually halved over the past 18 months, the poetically named peer might consider that some stern language might be appropriate.

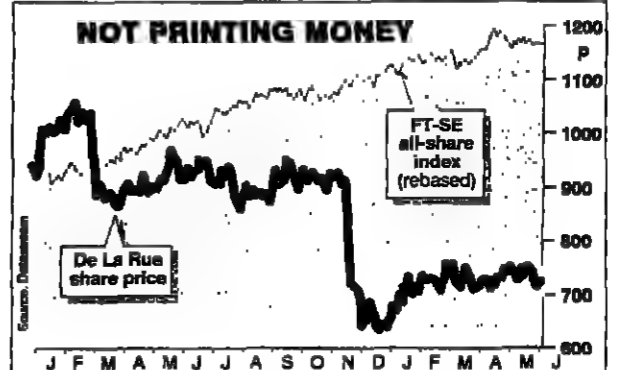
De La Rue's further collapse in the share price was less because of the poor figures than the comments that the first half of this year would be even worse.

This is a pretty poor return for the company that, not so long ago, was riding high on its involvement in the Camelot consortium and its purchase of arch-rival Portals.

But there should be further rewards from Camelot before the combination of increased regulation and

market saturation take their toll. The jewel is the transaction systems side with its smartcard technology. It is well placed to take advantage of the move to increased plastic card security, as its minor involvement in ICL's £1 billion contract to bring in electronic benefits payments and its relationship with cashless payment operation

Mondex have shown. Is this enough to prompt a revival in De La Rue shares? Eventually, The City will probably not re-rate the shares until the half-year results are out. Meanwhile, bargain hunters might pause to reflect upon a prospective earnings multiple of about 12, assuming £140 million of profits this year.



De La Rue share price

Vodafone

WHAT a remarkably competitive business selling mobile phones has become. It was regarded as good news from Vodafone yesterday that the rate at which customers are lost, or the churn rate, fell from 28.5 per cent to 25.6.

Not such good news, but still a sign of how fierce the competition is to sell mobile phones, was the disclosure that Vodafone spent £193 million, against profits of £475 million, on incentives to service providers. These prevent Vodafone customers taking their business elsewhere.

It almost looks like money well spent — Vodafone ended the year with 2.5 million subscribers, just ahead of rival Celtel and enough to support the claim to be Britain's largest mobile phone network operator.

The entry of Orange into the market was described by Vodafone as "quite respectable" but cited as a reason why the £193 million of

incentives would be reduced only slowly. A further 1 per cent of revenues disappeared because of mobile phone fraud although Vodafone hopes to reduce this proportion to 0.75 per cent.

Forecasts for the current year to the end of March 1997 are clouded by Ofel, the regulator is investigating the cost of dialling a mobile phone and brokers believe that a ruling to reduce costs might knock £30 million or so off Vodafone profits. The shares, up 4p to 254p and yielding 1.9 per cent, look to be abreast of events.

The question is where Vodafone goes from here. The number of main licence awards outside Britain is inevitably falling although raising stakes in existing networks could help to push debts up to £600 million.

Emap

EMAP prefers cash cows to sacred ones and is happier in

new markets that deliver faster growth than its traditional business.

Robin Miller, chief executive, appears to have had little compunction about disposing of its regional newspaper interests to Johnston Press. It was the only Emap business to deliver single-digit growth last year.

Johnston Press is confident that it can lift margins over the next few years, which explains the £21 million price tag, higher than some valuations but by no means a record multiple.

Emap's statement that the sale was driven by strategy, not by balance sheet needs, had the City speculating on the next big buy to go along side the £500 million of acquisitions in two years.

Emap shares lost 27p to 675p yesterday and stand on an historic multiple of 27.5 times earnings, high enough for the time being. Emap is looking at, but not yet joining the American trade publication market.

COMMODITIES

LONDON COMMODITY EXCHANGE

Jul	Aug	Sep	Oct	Nov	Dec
1005-1007	1005-1007	1005-1007	1005-1007	1005-1007	1005-1007
1005-1007	1005-1007	1005-1007	1005-1007	1005-1007	1005-1007
1005-1007	1005-1007	1005-1007	1005-1007	1005-1007	1005-1007
1005-1007	1005-1007	1005-1007	1005-1007	1005-1007	1005-1007

ROBUSTA COFFEE 9p

Jul	Aug	Sep	Oct	Nov	Dec
1749-1750	1749-1750	1749-1750	1749-1750	1749-1750	1749-1750
1749-1750	1749-1750	1749-1750	1749-1750	1749-1750	1749-1750
1749-1750	1749-1750	1749-1750	1749-1750	1749-1750	1749-1750
1749-1750	1749-1750	1749-1750	1749-1750	1749-1750	1749-1750

WHITE SUGAR 9p

Jul	Aug	Sep	Oct	Nov	Dec
3760-3760	3760-3760	3760-3760	3760-3760	3760-3760	3760-3760
3760-3760	3760-3760	3760-3760	3760-3760	3760-3760	3760-3760
3760-3760	3760-3760	3760-3760	3760-3760	3760-3760	3760-3760
3760-3760	3760-3760	3760-3760	3760-3760	3760-3760	3760-3760

MEAT & LIVESTOCK COMMISSION

Jul	Aug	Sep	Oct	Nov	Dec
115.07	115.07	115.07	115.07	115.07	115.07
115.07	115.07	115.07	115.07	115.07	115.07
115.07	115.07	115.07	115.07	115.07	115.07
115.07	115.07	115.07	115.07	115.07	115.07

LIFFE OPTIONS

Jul	Aug	Sep	Oct	Nov	Dec
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307

LIFFE OPTIONS

Jul	Aug	Sep	Oct	Nov	Dec
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307

LIFFE OPTIONS

Jul	Aug	Sep	Oct	Nov	Dec
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307

LIFFE OPTIONS

Jul	Aug	Sep	Oct	Nov	Dec
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307

LIFFE OPTIONS

Jul	Aug	Sep	Oct	Nov	Dec
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307

LIFFE OPTIONS

Jul	Aug	Sep	Oct	Nov	Dec
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307
400 307	400 307	400 307	400 307	400 307	400 307

LIFFE OPTIONS

LONDON FINANCIAL FUTURES

FT-SE 100

Jul	Aug	Sep	Oct	Nov	Dec
3750.00	3750.00	3750.00	3750.00	3750.00	3750.00
3750.00	3750.00	3750.00	3750.00	3750.00	3750.00
3750.00	3750.00	3750.00	3750.00	3750.00	3750.00
3750.00	3750.00	3750.00	3750.00	3750.00	3750.00

FT-SE 250

Three Mth Euro Yen	Sep 06	98.91	99.01	99.21	99.21	99.21	99.21
	Dec 06	98.95	98.95	98.93	98.93	98.93	98.93
Three Mth Euro DM	Jul 06	99.67	99.69	99.67	99.69	99.69	99.69
Previous open interest: 112902	Sep 06	99.74	99.74	99.71	99.71	99.71	99.71
Long Gilt	Jul 06	100.46	100.48	100.52	100.56	100.56	100.56

THE TIMES

CITY DIARY

Airtime for Euro 96

NAIL down the tables and bullet proof the television screens: British Airways will be showing highlights of Euro 96 on its long-haul flights throughout the football championships this month. The decision to include ten-minute slots covering the latest news and results from the championships comes after a recent BA survey revealing that its customers like football. A BA spokeswoman confirmed: "We are talking strictly football here."

On the 'ead

7-ELEVEN, the late night retailing chain, is delighted with the free and unexpected sponsorship it received from four England football players this week. Marc Taylor, general manager, says he was chuffed to see pictures splashed across yesterday's newspapers of the disgraced England players with 7-Eleven plastic bags covering their heads. Seated in the back of a team minibus, travelling through Hertfordshire, the hooded players were shaking with laughter. Mr Taylor endorses their move: "I was quite delighted. Any free advertising has to be good. I just wonder what it was they bought."

Line manager

CONGRATULATIONS to the Honourable Michael Warrender, a director at Jardine Fleming Investment Management, and Baroness Walburga von Twickel, his German-born wife who gave birth to a son and heir this week — their first child after 18 years of marriage. Warrender is the eldest son and heir of the second Lord Bruntisfield. His grandfather was a godson of Queen Victoria, and the last surviving minister to have served throughout the length of Churchill's wartime coalition. The first Lord Bruntisfield took tea with the Tsar and breakfast with Lenin. Here's hoping baby John upholds the motto on the family coat of arms: "Industry promotes."

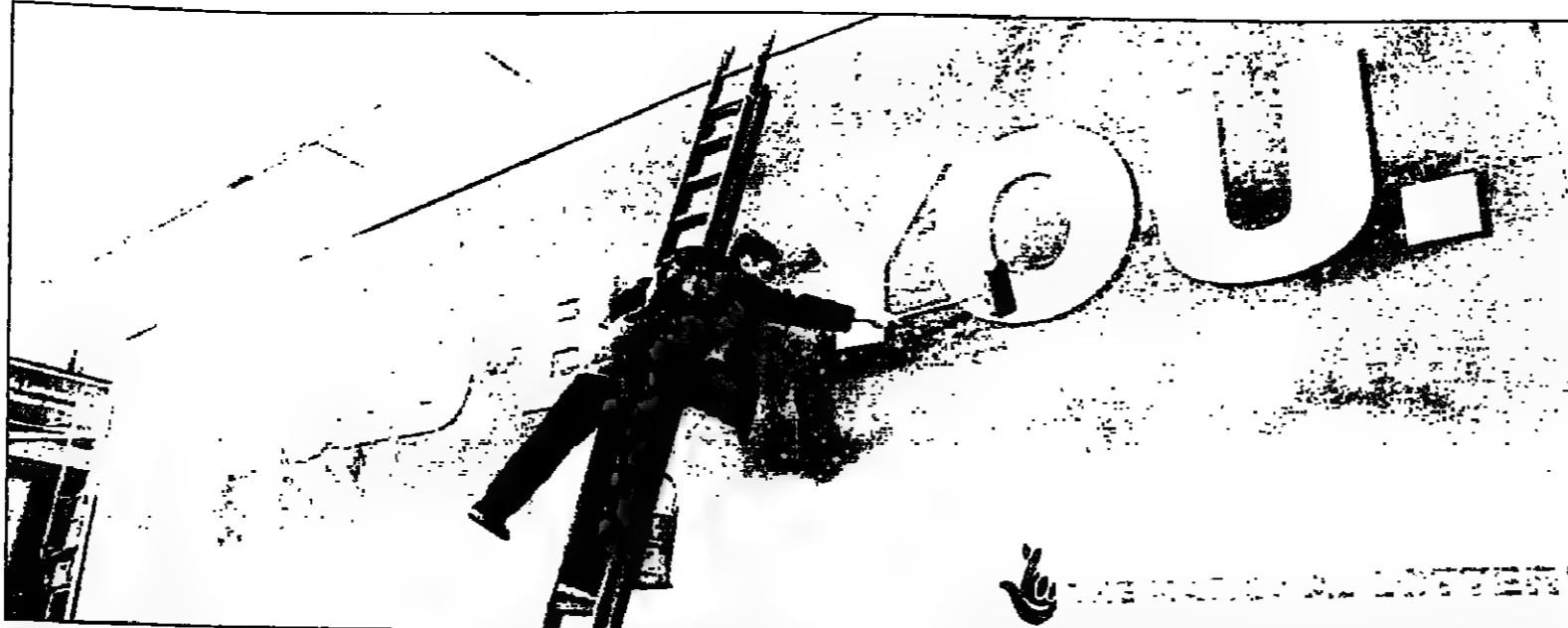


Future vision

GLEN PETERS, a director of futures at Price Waterhouse, publishes a book this month that hails the arrival of women-only hotels, clubs and restaurants in the year 2015. In his latest book, *Beyond the Next Wave*, Dr Peters, 46, examines the changes that will shape the world over the next two decades. He also suggests that women will prefer male staff on airlines and in the hairdressers. Meanwhile, the hospitable Dr Peters will continue to invite both male and female colleagues from Price Waterhouse to his nine-bedroom Gothic mansion in Wales, for the occasional company conference.

EMAP's announcement yesterday that it is selling its £205 million regional newspapers business brings to mind the origins of the media group's name. Christened in 1947 as East Midland Allied Press after the historic base of the 12 original newspaper titles, the acronym has been adopted ever since. According to sources at Emap, however, it stands for Every Meeting a Party.

MORAG PRESTON



On a winning streak: "It could be you", or charities and other good causes, or the directors and shareholders of Camelot, which runs the lottery

Who really hits the jackpot in the National Lottery?

Analysis of the first full financial year of Camelot makes for compelling reading, says Jon Ashworth

So who are the winners in Britain's National Lottery? Is it the players, who spent £5.2 billion on lottery tickets in the last financial year and collected £2.6 billion in prizes? Is it the arts, charities and other good causes, which saw £1.4 billion flow their way for doing very little? Or is it Camelot's directors and shareholders, who raked in another massive round of dividends and bonuses for running what critics say amounts to a regulated monopoly, a cash cow, a licence to print money?

Obvious, you say: Camelot is the culprit. The shareholder companies shared £18.4 million in dividends last year, on top of all the money they are making in supply contracts and service agreements. And what about those greedy directors: £1.7 million between them, including pension contributions and bonuses. How can Tim Holley, chief executive, possibly justify an overall package worth £545,053 per year? Quite disgraceful.

Camelot has come to expect this sort of criticism and has done what it can to limit the damage. Witness the "piece of cake" advertising campaign in national newspapers highlighting the lottery's technical achievements. Camelot's spin-doctors have even called on the exotically named Terri La Fleur, an American lottery analyst, to produce research backing up various claims about efficiency and service.

But what about the people who decided to have a lottery in the first place? Camelot, with a certain logic, can point the finger upstairs at government and say it is simply doing what it was asked to do under the terms of its licence. A decision was made to hand the contract to a private operator, just as it was in Germany and Japan. The lottery has proved successful beyond everyone's wildest dreams — but don't blame us. We are just doing our job.

One suspects that your average lottery player is more concerned about winning the jackpot than with individual windfalls for Camelot's directors. But analysis of Camelot's first full financial year makes for compelling reading. Here are the latest statistics.

Tickets worth £5.2 billion were sold in the year to end-March, leaving £2.6 billion, or 50.65 per cent, to be paid in prizes and £1.4 billion to flow to the National Lottery Distribution Fund (NLDF). The Government made £677.4 million, breaking down into £626 million in lottery duty, £26.4 million in tax, and £25 million in VAT. Commission to retail-

ers amounted to £265 million. Interest from bank funds and other sources added £10.8 million to Camelot's purse. Camelot made a pre-tax profit of £77 million, slightly ahead of forecasts, and a profit, after tax, of £51.1 million, or 0.98 per cent of sales.

Depending on which figure you favour, Camelot's profits vary from £1.5 million to just under £1 million a week. The more realistic lower figure provides the dividend to shareholders: £8.9 million this time, making a total of £18.4 million for the year. This breaks down into £4.14 million for Cadbury Schweppes, De La Rue, GTEch, and Rascal Electronics, with 22.5 per cent each, and £1.84 million for ICL, which has 10 per cent. Camelot no doubt would like to pay more, but the dividend is capped at 40 per cent of after-tax profits, grossed up to take account of advanced corporation tax. Try figuring that one out.

And what of the directors? Mr Holley, 56, was once again the highest-paid director, earning a base salary of

£245,000, pension contributions of £159,800, a bonus of £123,000, and benefits of £17,253. Base salaries of between £109,000 and £135,000 were payable to the other four executive directors: Peter Murphy, 39, finance director, Norman Hawkins, 59, director of commercial operations, David Clark, 56, director of lottery operations, and David Rigg, 48, director of communications. They, too, earned bonuses worth 50 per cent of their respective salaries — the maximum payable each year if Camelot exceeds its targets.

Camelot says that the bonuses will be harder to earn from now on, as sales begin to top out, and the costs of running an expanded retailer network increase. Precisely who earned what will be outlined in Camelot's annual report, to be published later.

Camelot's chairman, Sir George Russell, 60, has negotiated rather better terms than his predecessor, Sir Ron Dearing, who stepped down in April 1995, blaming ill-health. Where Sir Ron was paid an

annualised £43,000 last year, Sir George received a salary of £50,000 plus £25,000 towards his pension. Other non-executive directors include shareholder representatives such as Sir Ernest Harrison, chairman of Rascal Electronics, and Guy Snowden, the GTEch co-chairman embroiled in a legal battle with Richard Branson, a rival contender for the lottery licence. Mr Snowden denies trying to bribe Mr Branson to stay out of the lottery race.

As a last word on remuneration, it is worth noting that every one of Camelot's 600 employees, is eligible for a bonus if profit and NLDF targets are hit. Telephonists to security guards share in a bonus typically worth 10 per cent of salary, although the amount can go as high as 50 per cent.

Looking ahead, Camelot's immediate priority is to complete the task of fitting out lottery retailers. The network is due to peak at 35,000 outlets by the end of the year, with harsh penalties if Camelot falls behind (an unlikely scenario). With the expanded network come higher running costs, and increasing pressure on Camelot to keep up returns to good causes.

Sales are likely to sit at about £5 billion, making it highly unlikely that Camelot's bonuses will hit the maximum next time. On-target performance yields 30 per cent of base salary.

Static sales will also have a bearing on Camelot's long-term incentive arrangement, under which senior executives stand to earn up to 140 per cent of annual base salary if certain targets are exceeded. The scheme hinges on funds generated for good causes and cumulative pre-tax profits in the period between May 1994 and September 1997. Either way, directors cannot really lose, since the bonus simply for hitting targets is 100 per cent of annual base salary. One can already picture the "double your money" headlines.

More worrying for Camelot is the idea of bookmakers running a "secondary" lottery — allowing punters to bet on the outcome of the online draw. This is permitted in the Irish Republic, where it makes up 7 per cent of betting office turnover. MPs on the National Heritage Committee recommended such a move as a way of redressing some of the fears of the UK gaming industry. Camelot claims it would wipe up to £1 billion a year off

lottery revenue, with a knock-on effect for the good causes. The Irish experience is that there was no noticeable impact on lottery sales.

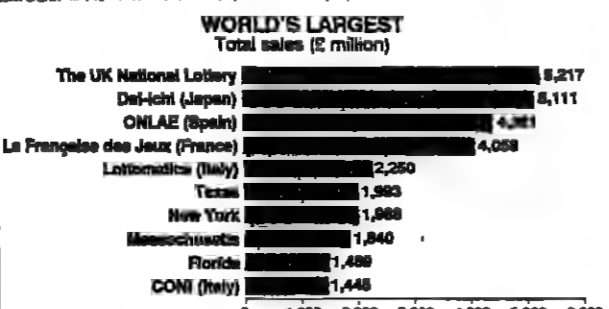
On a positive note, Camelot claims to have overtaken New Jersey to become the world's most efficient lottery operator. Not only that, but the National Lottery claims to be the world's biggest in terms of sales, narrowly pipping Japan's Dai-ichi lottery, which has annual sales of £5.1 billion. This could easily reverse if UK sales dip in the coming months. The other biggest lotteries are Spain, France, Italy, Texas, New York, Massachusetts, and Florida.

Camelot's directors will retreat to lick their wounds, but they can take heart from an unexpected quarter. The state of Arizona has cancelled an annual sale of £5.1 billion lottery operator just six months into it after a series of breakdowns kept terminals out of action for hours at a time. Punters could not buy tickets, resulting in thousands of dollars in lost revenue.

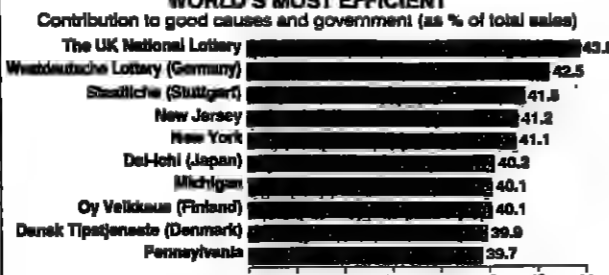
Arizona has asked the previous operator to take over on an emergency basis for one year — and herein lies the rub. The loser is Automated Wagering International (AWI), which allied itself with many of the rival bidders for the UK lottery licence. And the operator called in to help (no surprises here) is GTEch, which knows a few things about running a lottery, whatever its reputation on other fronts.

Camelot's problem is that it has made the business of running the National Lottery look far too easy — a piece of cake in its words. Profits and windfalls are the worst the critics can seize on. Have the computers crashing every few days, and they would really have something to howl about.

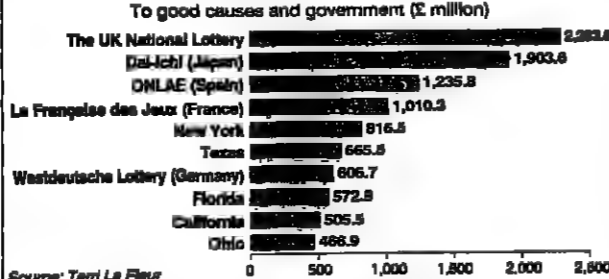
HOW THE LOTTERIES COMPARE



WORLD'S MOST EFFICIENT



HIGHEST CONTRIBUTORS



Source: Terri La Fleur

BUSINESS LETTERS

Architects have not hit the jackpot with Lottery projects

From Lady Hopkins
Sir, Jon Ashworth's article "Windfalls for Advisors" (May 28) gives a misleading picture of the current expectations of architects from Lottery projects. Anyone seriously involved in Lottery projects at the moment will know how volatile the situation is and would be more circumspect in their predictions.

Our practice is credited with earning fees from seven projects, with a total estimated value of £260 million. In fact, we are involved with a number of potential Lottery projects, with a total estimated

construction value of £80 million, on which fees would be payable at approximately 6 per cent.

Only one of these, value £10 million, has obtained full funding and is proceeding, the rest are pending funding decisions, with no guarantee that they will go ahead, therefore no fees. One project, value £25 million, has just been refused funding.

All these projects were won through competition, so we are one of the lucky ones, but the cost of the work involved has been substantially borne by the practice, not to mention

the cost of the eight recent Lottery competitions that we were invited to enter and did not win.

Far from benefiting from Lottery "windfalls", architects, together with other consultants, are to an unprecedented degree contributing to the pump priming costs of projects, which often have only a limited chance of success.

Yours faithfully,
PATTY HOPKINS
Michael Hopkins & Partners,
27 Broadley Terrace,
NW1.

Lottery fee income is far from a windfall

From Mr Richard MacCormac
Sir, We are extremely disturbed by the inaccuracy of information quoted regarding National Lottery project work attributed to our practice (Windfall for advisors, May 28).

Our only funded buildings are the Ruskin Library, contract value £1.8 million, and the Wellcome Wing of the Science Museum, contract val-

ue £14 million. The contributions to each project from the NHMF of £2.75 million and £23 million respectively cover other, non-construction aspects of the projects. Our fees are related to contract value and not the lottery contribution. We have recently received a grant of £24,000 for a feasibility study from the Arts Council for a prospective

building industry recession. Your correspondent concludes that we are benefiting from £171 million of lottery funds; in fact, we have less than £16 million in contract value.

Yours faithfully,
RICHARD MACCORMAC,
MacCormac, Jamieson & Pritchard,
9 Henegage Street,
Spitalfields,
E1.

An example of Rogers and out?

From E. I. Rowland

Sir, You report in "Hidden Assets" (*The Times Business News*, May 18) that Lloyd's has engaged Sir Richard Rogers, who was responsible for the present well-known building, to design a new block for their use.

Is this a case of hope triumphing over experience?

Yours faithfully,
E I ROWLAND,
12 Camden House,
29 Sheffield Terrace.



ANTHONY HARRIS

Schizophrenia in the world stock markets

Do you fancy the hare or the tortoise? Both have strong backing in the world's financial markets. The hare, with the support of some forecasters, a number of cautious central bankers and many hopeful politicians, are priced to discount much stronger economic growth, perhaps as early as this summer. Yet other forecasters, City commodity prices (notably oil), industrial surveys and consumer confidence project low inflation and, at best, slow growth. So do the heavyweight equities, according to an analysis from LGT (once GT Trust); they can hardly hold their present valuations if central banks start raising interest rates in earnest.

Yet though both views are discounted in the markets, they cannot both win. If it is the hare, commodities and small capitalisation equities are cheap; if the tortoise, then bonds promise the best return. Somebody is going to lose a lot of money.

The hare is a cyclist; or in plain English, those who believe that a boom is just around the corner are all believers in some business cycle or other. Students of long trends cite the long-term impact of developing country growth, or the medium-term Juglar cycle. Monetarists are waiting for the credit cycle. Others simply know that there is a world business cycle, and it is bound to turn before long.

These beliefs have survived repeated disappointments as growth has failed to meet expectations. The New Age school, proclaims a new era of slow, inflation-free progress, though beset with social problems; believers are not much encouraged by the fact that they have been right for a couple of years or so: both of them are talking about the long term. Meanwhile, both view the world through tinted glasses. For the past two years, for example, two leading analysts of the US economy have repeatedly drawn exactly opposite conclusions from the same statistics: I have never watched anything like it. This is faith.

not analysis; the only truly disillusioned group in the markets is the gold fancy.

Much more than stock market fortunes hang on the race. If it goes to the hare, we will see that in the developed world only the US, after a three-year investment boom, is positioned to celebrate. In the EU, including Britain, the short-term outlook is for bottlenecks, trade deficits and inflation. But if the tortoise holds its lead, it is the low-investing British who will be smug, as they watch US industry struggling with over-capacity at the expense of margins. Today's leaked Treasury study, which appears to advise British industry to turn its back on the old world and explore new developing markets, looks like tortoise drafting.

Or mine: because it is time to come into the open as a tortoise man. This is partly a matter of age and temperament, partly training. As an obstinate Keynesian, I look in vain for animal spirits in the old world, and find it hard to believe that rapid growth can result from fiscal deflation. That vice is likely to tighten, as pension problems become short term; and what can resist it? Money creation? Forget it. Filling black holes; or, in the Master's words, pushing on a string.

Finally, as an historian, I recall the 19th century, when the old hare, Britain, began to lose its race. That was a Gordon Brown world of sound money and fiscal probity; it produced no miracles. Growth — and inflation — was largely confined to countries with ample resources of labour and raw materials, and scope to catch up technically.

If that looks to you like the present as well as the past, you will share the Treasury's view, and regard the EU, and indeed whole OECD world, with a jaunted eye. As an investor, you will trawl the emerging markets — even Russia, with single-figure P/Es that discount all but nightmares. But if you are a hare man, you will continue, in your muddled way, to follow the bull.

CONTACT US

if you need a helicopter. URGENTLY.

GRAVY STAINS removed from your

tie. A window in your diary. Someone to

work till 2am, THREE NIGHTS

RUNNING. And your mountain of

post reduced to a memo.



16-21 Jermyn Street, St James's, London SW1Y 6HP

Who else offers a 100% three-month refund guarantee on permanent Secretaries, PAs and Administrators? Or a 15 minute call back on Temp bookings? For exceptional people phone an exceptional company on 0171 734 7341.

Shares close at best of day

TRADING PERIOD: Settlement takes place five business days after the day of trade. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

1996	1995	1994	1993	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	883	882	881	880	879	878	877	876	875	874	873	872	871	870	869	868	867	866	865	864	863	862	861	860	859	858	857	856	855	854	853	852	851	850	849	848	847	846	845	844	843	842	841	840	839	838	837	836	835	834	833	832	831	830	829	828	827	826	825	824	823	822	821	820	819	818	817	816	815	814	813	812	811	810	809	808	807	806	805	804	803	802	801	800	799	798	797	796	795	794	793	792	791	790	789	788	787	786	785	784	783	782	781	780	779	778	777	776	775	774	773	772	771	770	769	768	767	766	765	764	763	762	761	760	759	758	757	756	755	754	753	752	751	750	749	748	747	746	745	744	743	742	741	740	739	738	737	736	735	734	733	732	731	730	729	728	727	726	725	724	723	722	721	720	719	718	717	716	715	714	713	712	711	710	709	708	707	706	705	704	703	702	701	700	699	698	697	696	695	694	693	692	691	690	689	688	687	686	685	684	683	682	681	680	679	678	677	676	675	674	673	672	671	670	669	668	667	666	665	664	663	662	661	660	659	658	657	656	655	654	653	652	651	650	649	648	647	646	645	644	643	642	641	640	639	638	637	636	635	634	633	632	631	630	629	628	627	626	625	624	623	622	621	620	619	618	617	616	615	614	613	612	611	610	609	608	607	606	605	604	603</
------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-------

UNIT TRUST PRICES 33

الحمد لله رب العالمين

BY FRANK LE DUC

Emap, formerly East Midlands Allied Press, intends to focus on consumer magazines.

The announcement of the

BY ALAN DAIR MURRAY

The sales have left Ascot largely as a shell company with 190 pubs, two UK hotels and some commercial property. The group made pre-tax profits of £19.5 million (£51.8 million) in the year to March 31. Fully diluted earnings were 59.8p a share (384.8p). There is again no dividend.

MIN blamed sluggish advertising revenues and the effects of higher newsprint costs, saying first-half pre-tax profits would not be less than £7.9 million — below earlier expectations. The figure will not take into account an exceptional charge for transaction costs.



BY OLIVER AUGUST

DNT Europhane is one of the world's leading suppliers of airfield lighting and the largest supplier and installer of airfield lighting in Australia. The group sees the acquisi-

Thierry Vayssette, TLG's managing director, said: "The acquisition of DNT Europlane is an important step in building on TLG's existing strength in the market and will place the group in a strong position to benefit from the increasing requirement for airfield lighting in the rapidly developing Asia Pacific region."

Earnings rose to 10.2p a share from 9.3p. The total dividend increases to 4.3p a share from 3.9p, with a 2.9p final.

FROM TUNKU VARADARAJAN
IN MADRID

European Union, and 37 of which feature on a blacklist of the anti-Castro Cuban-American Foundation (CAF).

proceed with investment in Cuba worth \$275 million. It is prepared to sell its hotel in Miami to avoid sanctions.

APOLLO METALS, the specialist distributor and processor of aluminium and special steels, lifted profits to £1.8 million before tax from £1.3 million in the half-year to March 31, with earnings improving to 3.9p a share from 3.4p. The interim dividend, payable on July 26, is lifted to 1.35p a share from 1.30p. The shares rose 5p to 123p yesterday. Operating profits improved to £2.15 million from £1.57 million. Albert Hargreaves, the chairman, said prospects for the full year were encouraging.

Fax: 0171 782 7586

Secretary/PA
c.£18,000 + bonus
A secretary/PA is required for a property company based in Mayfair.
This post requires a hard-working, flexible and committed individual with initiative and a sound knowledge of WAW. You will be working on your own for a young fun-loving boss with a wide variety of interests who needs you to help run his business and personal life.
No shorthand required. Please write or fax with C.V. to: James Bowdidge, 5 Davies Meuse, London W1T 1AR.

1. The first step is to identify the problem.
 2. The second step is to define the problem.
 3. The third step is to analyze the problem.
 4. The fourth step is to develop a solution.
 5. The fifth step is to implement the solution.
 6. The sixth step is to evaluate the solution.
 7. The seventh step is to monitor the solution.
 8. The eighth step is to maintain the solution.
 9. The ninth step is to improve the solution.
 10. The tenth step is to document the solution.

Technological turmoil

Secretaries need to evolve fast to survive workplace change, writes Jennai Cox

Technology has liberated the secretary to a more creative role. Even program-makers at IBM say that suggestions of computers making the secretarial role redundant are nonsense. Although many agree that computers can make a secretary's job more interesting by leaving time for managerial involvement, there is no escaping the basics of the job — being a good secretary still comes first.

Graduates in secretarial jobs are still more the exception than the norm, but many think computers will do all the work for them. This is not yet the case, according to Judy Fisher, managing director of Judy Fisher Associates.

"A lot of the skill has gone because technology has reduced the need for accuracy and released secretaries from a lot of boring bashing," she says. "But the fundamental skills are still a necessity." Fast typing is needed to complete work quickly, leaving time for more varied jobs. Unless secretaries have the basic skills they will be unable to get their first break.

The way the wider workplace has been affected by technological change has also helped to shift attitudes to secretarial training and jobs. "People no longer see getting the skills as meaning they will just be secretaries," Ms Fisher says. "People's ambitions and expectations of what they will get out of the job have been changed by the way technology has reshaped it."

Bosses, however, are proving

slower to catch up with how technology is affecting the secretary's working life. Val Tyler, secretarial development and training consultant at the Industrial Society, says since much of the skill has gone from the secretarial job, students are now taught about how to grow themselves.

"Now that technology is taking away parts of the job, like text processing, secretaries will have to survive by pushing themselves. No one just gives you a job," Mrs Tyler says. She is disheartened to read of companies either doing away with secretaries or reducing them into groups working for a number of managers. "It takes you back to the days of the typing pool," she says.

Increasingly, managers and bosses have their own technological tools. They can work anywhere, writing their own letters and filling in their electronic diaries. The danger of this, Mrs Tyler thinks, is that secretaries will feel out of control.

Some secretaries do feel lost

when their bosses make arrangements they are supposed to keep track of, says Mary Duly, Thames Valley branch manager for Fasttrack, a secretaries' club. At other times they are excluded from training when new computer systems are installed, and are left feeling confused. Companies can assume that secretaries, having keyboard skills, need no help.

"Companies sometimes offer in-house training, but not always. Secretaries should not be afraid to ask," Mrs Duly says.

Communication will be one of the most important skills to refine in the future, she thinks. "A lot of companies are communicating via e-mail and talking to someone on-screen is very different to talking on the phone; you have to be able to communicate much more effectively."

With a head start in the technology race, being the first to use word processors, secretaries are in an

advantageous position, Liz Smaje, National Chairman of the Institute of Qualified Secretaries, says. In many cases they now produce spreadsheets and maintain the database, but the onus is on them to keep up to date.

"Thirty years ago shorthand was going to die — it has not," says Mavis Hulme, a senior tutor at Oxford and County Business College. "Twenty years ago we were going to have a paperless office — we don't. Secretaries have not been wiped out by computers, in fact in some cases they have created jobs."

Joanne Stanford, Principal of Guildford Secretarial College, says that as technology goes on evolving, secretaries have to evolve with it. "The working dynamic is forever being transformed and I imagine eventually the Internet will play a much larger part, with the secretary and managers hardly seeing each other."

No one wants to predict what the workplace will look like in 2006 but many think the next big impact on the secretarial role will be in the shape of the "speaking" computer. Vincent Smith, a marketing program manager for IBM, says it is already being used in some professions but is adamant that no technological development will ever replace the human secretary.

"She has such a highly dynamic, reactive and responsive role and is much more than the sum total of her work," he says. "You could never write a computer program to deal with that level of complexity."



Companies can assume that secretaries, having keyboard skills, need no help with new systems

CREME DE LA CREME

Don't miss the special 16-page supplement in *The Times* tomorrow

LA CRÈME DE LA CRÈME

A job worth £ millions

PA to Director
up to £18k per annum + benefits

Join the Board and you will be part of a vital team whose main aim is to give grants to help meet the needs of those at greatest disadvantage in society, by distributing millions of lottery funds to good causes across the UK. Your contribution will be to support a key area of our operation where you will enjoy extensive responsibility and development potential.

Our Director of UK & Corporate Planning is looking for an efficient, experienced PA to provide high-level secretarial and administrative support. The role is varied and challenging, calling for initiative, the ability to prioritise effectively and strong

communication skills. At least 2 years' experience in a PA role at a senior level is essential, with a minimum of 85 wpm typing/audio skills. Expertise in minute taking is essential. You will need an in-depth understanding of computerised office systems (Microsoft Office, e-mail, databases).

For further details and an application form, please contact the Personnel Department, National Lottery Charities Board, 21 Vincent House, Orange Street, London WC2N 7HT. Tel: 0171 747 6218/6303 (24 hour answering machine) or 0171 747 6237 during office hours. Please quote reference 063/L. Closing date: Friday 21st June 1996.



Positively committed to equal opportunity

Secretary Marketing Team

Initially 3
month contract



£15,138 - £17,206 pro rata London, EC1

Royal Mail, a division of the Post Office, is a flourishing £4 billion business with a track record of success in both the UK and worldwide.

We are now looking for a capable secretary to provide a comprehensive support service to our Marketing Team at our Headquarter offices. This is a busy, high profile team, so we are looking for someone who has a positive, 'can-do' approach and who shares our energy and enthusiasm.

In addition to regular secretarial duties which you will put into practice in producing reports, presentations and memos, you will be responsible for organising meetings, travel arrangements and diaries. You will also take general control of all correspondence, both paper based and LAN/WAN. As you will be in telephone contact with senior Royal Mail staff and customers, both in the UK and abroad, confident communication skills are essential.

The successful candidate will have excellent secretarial skills and a proven knowledge of Word 6, Powerpoint 4 and Excel 5. An ability to use Organiser 3 and/or Lotus Notes 3.21 would be an advantage. Hours of work are 10am to 6pm with occasional late evenings at short notice. Initiative is key to this role as you will need to answer queries without reference to managers and to prioritise both your own and other people's time and workload. As ever, in a busy, constantly evolving business, you should find working under pressure a challenge rather than a chore.

In return we offer a competitive rate of pay dependent on age and the level of experience you bring to the role and an environment in which your dedication to excellence will be recognised. To apply please send your CV and a covering letter to Tracy Powell, Post Office Services Group, Royal Mail House, 148 Old Street, London EC1V 9HQ by 19th June 1996.

Royal Mail is an Equal Opportunities Employer. Suitably qualified applicants with disabilities will be shortlisted.

Personnel Assistant

London Competitive salary + banking benefits

An opportunity has arisen for an enthusiastic and motivated individual to join our personnel team.

The main focus of the role will be to provide a high standard of secretarial and administrative support covering a broad range of personnel and training activities.

Educated to 'A' Level standard you should have excellent secretarial, administrative and communication skills. At least one year's experience in a personnel department, preferably within a financial institution, is essential.

As at least 50% of this role will involve secretarial work, fast accurate typing is required together with good PC skills and an advanced knowledge of Wordperfect 6.0

for Windows. We also use Lotus 123 and Freelance Graphics.

The position offers a first step towards a career in personnel and therefore candidates will have started or be to keen to study for the Certificate in Personnel Practice and beyond.

Flexibility concerning hours worked and the ability to work under pressure is essential in this varied role.

To apply, send a detailed CV and covering letter, including current salary, to: Andrea Dowling, Personnel Officer, Hambros Bank Limited, 41 Tower Hill, London EC3N 4HA.

No Agencies please. Applications should be received by Friday, 14th June, 1996.



HAMBROS BANK LIMITED

SMALL friendly firm of Chartered Surveyors in Mayfair require a well organized secretary with wordperfect skills and a good sense of humor to run the office. Salary circa £13,500 subject to age and experience. TEL: 0171 406 1270.

SECRETARY/PA Required by Chartered Accountant for Partner in a very busy West End firm. Experience working within an accountancy office essential. Salary according to experience. Send CV to: J. Ganser, FSPG, 21 Bedford Square, London WC1B 3HH.

PA/SECRETARY £18k - £20k. Exciting, socially & financially rewarding job in a W1 office. Lots of organizing travel, telephone sales with clients, very busy and interesting work. Ask for London. Call today on: (0) 0171 499 8112 (0) 0171 499 8115

SECRETARY TO DIRECTOR

c. £15,000 PA

The Institution of Civil Engineers is the world's premier Engineering Institution. Founded in 1818, it is an authority on infrastructure issues whose opinions are highly sought by key opinion formers and the media.

You will be required to provide full secretarial and administrative support to the busy Director of External Affairs. Working in a hectic environment, the willingness to take on any task to get the job done efficiently and quickly is essential. You will have at least three years' senior secretarial experience with a knowledge of Windows 95. Strong communication and organisational skills are essential as is the ability to cope well under pressure.

Benefits include 23 days holiday, interest free season ticket loan, contributory pension scheme and staff restaurant.

To apply, please forward a CV to Mrs C Manning, Personnel Manager, The Institution of Civil Engineers, One Great George Street, London, SW1P 3AA.

Closing date for receipt of applications: 14th June 1996.



THE INSTITUTION OF CIVIL ENGINEERS

PA TO DIRECTOR/OFFICE MANAGER

Salary £16-20K

Working in Central London for the food industry you will work as part of a small team acting as PA to the Director, facilitating the smooth running of the office (involving staff management); and becoming involved in other ad hoc projects as and when required.

Knowledge of W4W, 55 wpm typing, and previous management/supervisory experience essential. Please send your CV to Box No 6497.

Terrific & Tempting

"I always temp through Love + Tate. Why don't you?"

From media to finance, from a day to a year, from team secretary to director's PA — nice assignments, great rates. Tempted? Go on, call Lisa Cohen on 0171-255 6668.

LOVE + TATE

INSEAD

INSEAD, the leading international business school, located just south of Paris, seeks young, enthusiastic, intelligent people, who are keen to work in a multi-cultural environment.

The following positions are available:

TRILINGUAL PROGRAMME COORDINATORS to prepare and coordinate on campus Continuing Education Programmes for Senior Management.

The ideal candidates should have:

- good secretarial skills with preferably 2/3 years professional experience,
- good communication and organisational skills,
- excellent linguistic skills (English/French and one other language).

TRILINGUAL SECRETARY

to support a team of Regional Directors within the Development Department.

The ideal candidate should have:

- excellent secretarial qualifications with a minimum of 2 years experience,
- excellent communication and organisational skills,
- fluency in English/German, with a good working knowledge of French,
- excellent computer skills (W4W, Excel, Powerpoint).

BILINGUAL SECRETARY

to work directly with the INSEAD Faculty members

The successful candidate should have:

- excellent secretarial qualifications with a minimum of 2 years experience,
- excellent communication and organisational skills,
- native English speaker, fluent in French,
- excellent computer skills (W4W, Excel, Powerpoint).

Please send CV, photo, salary requirements and references to: INSEAD Human Resources Management Recruitment and Welcome Department - Boulevard de Constance F-77305 FONTAINEBLEAU Cedex.

Circa 19,000 Marketing

This is an opportunity for an enthusiastic, proactive secretary to join the high profile marketing department of this prestigious City firm. In addition to providing secretarial support to the Director, you will be involved in collecting information for marketing reports & departmental media plans, liaising with the press & helping with advertising & sponsorship initiatives. Ideally a graduate, you will have a confident, outgoing nature together with proven ability to use your initiative whilst working as part of a team. Typing: 80wpm.



RECRUITMENT COMPANY

0171-831-1220

5 GARRICK STREET WC2E 9AR

TEAM SECRETARY

Excellent salary+bonus+benefits

Leading W1 based IT Recruitment Consultancy urgently requires a bright secretary/administrator to work alongside the busy sales team in a young, lively environment.

Fast typing, initiative and the flexibility to work in a small team, together with excellent communication skills for total involvement in a high interest position. Minimum 55wpm MS Word 6.0. (Excel and/or Access an advantage).

For an immediate interview call Lisa Goddard on 0171-287 2525 or write/fax/e-mail your CV to: ARC International, 15/16 New Burlington Street, London W1X 1PF. Email: arc@tjclts.co.uk

Tel: 0171-287 2525



Fax: 0171-287 9688

POSITION OF THE YEAR TOP EXECUTIVE ASSISTANT

£22,000+ / benefits

Required asap to assist entrepreneurial chief executive in telecommunications and join a young team in modern Hyde Park corner offices. Candidates must be adaptable, unflappable and willing to commit to this pressure job and the long hours necessary, including weekends. Job covers personal and charity work. Requirements are good English & shorthand, numeracy & computer skills (Windows 95/Microsoft office). Previous experience at director level is essential. Non-smoker. Excellent career & salary prospects. Interested parties to forward handwritten application letter enclosing typed C.V. with references and daytime telephone number.

Send to Jennifer Behan, MTT 4 Grosvenor Place, London SW1X 7DG

Strictly no agencies (FAAD96)

TEAM SECRETARY

required for a busy management department of a friendly German property company in the West End. You will need to have fast accurate audio and copy typing, (Wordperfect 5.1 50 wpm+), being able to produce documentation to a high standard and lay out, excellent telephone manner and good communication skills. Age 25+-. Salary one with generous benefits.

Please send CV and current salary with a handwritten letter to: Amanda Orr, Personnel Administrator, Miller Professional Services Limited, Sockwell House, 40 Piccadilly, London, W1V 9PA.

Strictly no agencies

مكتبة الأصل

LA CRÈME DE LA CRÈME

OWN PROJECTS

£20,000

Extremely varied role supporting the Managing Director of this entrepreneurial business with diverse interests including property, fashion and antiques. Must have a marketing/fashion qualification or experience within these fields. Suit flexible, team spirit PA used to handling own projects. A level min. Age 25-35. 80/50 skills. Please telephone 0171 495 2321.

Elizabeth Hunt
RECRUITMENT CONSULTANTS

VICTORIA

£19,000 - £21,000

This sociable property company based in beautiful offices is looking for flexible Senior Team Secretaries to work on projects in property development, project and property management. Fast, accurate typing and a sound knowledge of Windows based packages. Good benefits including flexi time. Age 25-38. Please telephone 0171 495 2321.

Elizabeth Hunt
RECRUITMENT CONSULTANTS

BLUE CHIP

£19,500

This famous company, synonymous with prestige and quality, have an opportunity for a professional senior PA. The ideal candidate will enjoy responsibility, have experience of office management and the ability to juggle several tasks with little supervision. City/legal experience and 60wpm typing essential. Please telephone 0171 495 2321.

Elizabeth Hunt
RECRUITMENT CONSULTANTS

FINANCIAL PR

£18,000 + Package

This city based firm are looking for a quick thinking secretary with a strong personality to assist a Director and his team. Lots of interest and involvement. Flexibility to vary your hours, 65wpm, good knowledge of Word for Windows and Powerpoint ideal. Age 30-45. Please telephone 0171 628 9529.

Elizabeth Hunt
RECRUITMENT CONSULTANTS

ADMINISTRATOR

£20,000

This highly successful City company seek an Office Administrator/PA to ensure the smooth running of their office. Ideal if you thrive on variety, responsibility and enjoy a busy, friendly environment. Word for Windows/Excel, 60wpm. Please telephone 0171 628 9529.

Elizabeth Hunt
RECRUITMENT CONSULTANTS

Food For Thought

£18,000
Exc. Bens.

International fast food company seeks a Marketing PA with first class secretarial and administrative skills to support their Vice President. High energy levels and self motivation are crucial to meet the demands of this fast paced, pressurised environment. You will be involved in strategic planning of European operations and have the opportunity to assist on marketing projects. Microfilm, Office and typing 55wpm+ essential. A level education, age 25-35yrs. Please call Suzanne Hargreaves on 0171-434 4512 for more complete details.

Crone Corkill
Recruitment Consultants

Leap into Legal City

£20,000 + benefits

Great opportunity to join a young and lively team of lawyers and learn about the legal aspect of banking. To accompany the busy secretarial content of this role, you will arrange meetings, business functions, travel arrangements and research your own projects. You will thrive in a hectic environment, be extremely enthusiastic and have a flexible approach. Age 23-30. Skills 55 wpm/Windows. Please call Belinda on 0171-390 7000.

Crone Corkill
Recruitment Consultants

Stop Searching...

£22,000 + Big Bonus
No Shorthand

Start Headhunting in West End! Two delightful Partners of a leading International company seek a top level secretary to assist them with their varied and fascinating work. Lots of client and candidate contact combined with arranging meetings and organising diaries. This is a busy role for someone with fast skills (65+/hand/typ), a sound cv and good sense of humour, who enjoys never having a dull moment! Some city/financial experience essential. Age 25-35. Please call Elizabeth Wood on 0171-434 4512.

Crone Corkill
Recruitment Consultants

Step up to PA City

£20,000 plus bens

This is an excellent opportunity for someone with solid secretarial experience within a blue chip organisation to move into the Executive Suite of this fabulous City Investment Bank. Working on a 1:1 basis in this newly created role, you will liaise constantly at senior level, organise travel, meetings and diaries and manage some of your own projects utilising your IT skills to the hilt. Skills 50wpm, Windows & Excel. Age 22-34. For further information please call Claire Ashley on 0171-390 7000.

Crone Corkill
Recruitment Consultants

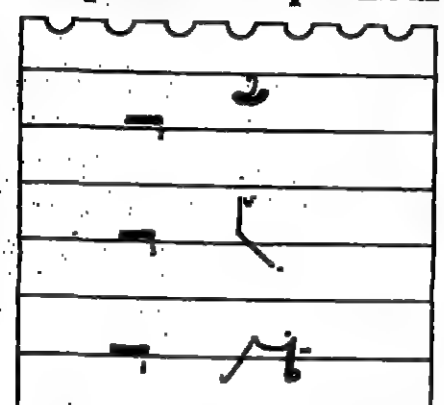
Knightsbridge Treasure

£18,000 + bens
25 days holiday

Your professional manner and flexible approach are essential in this large, well established FIC. Provide efficient secretarial assistance to a senior and well respected member of the Company using your excellent typing, telephone and presentation skills. Regular liaison with City firms, subsidiaries and Board Directors requires diplomacy and confidence. If you have 60 wpm typing, a solid cv and pay attention to detail, please call Sue Garwood on 0171 434 4512.

Crone Corkill
Recruitment Consultants

Temp to £10.00 per hour



Please call the location most convenient to you.

Piccadilly Circus Bank
0171-434 4512 0171-390 7000

Crone Corkill
Temporary Recruitment

PA to MD

£24,000 - Luxury Goods

Shorthand/typing + fluent French

Admin/Sec

£20,000 - Equity Research

Finance background + W4W

Sales Admin

£18,000 - Health/Fitness

Customer care/admin experience

College Leaver

£13,000 - Print Gallery

Shorthand/typing (80/45)

We have a large number of openings both temporary and permanent, call in confidence on 0171-494 4488 or fax on 0171-494 4488.

GORDON YATES

Recruitment Consultants

Exceptional Opportunity

£26,000 Negotiable
West End

Dynamic Chief Executive of extremely successful, independent fund management house in the heart of Mayfair requires a PA of the highest caliber. Taking on this position will give you the perfect opportunity to use your business acumen, initiative and diplomacy whilst being involved in every aspect of the company's work. To say one step ahead in this unique role, senior level experience is essential as is good education, degree preferable. If you are keen to make your mark and have good computer skills, please call Fiona Mackay on 0171 494 4512.

Crone Corkill
Recruitment Consultants

Graduate Recruitment

£20,000 + Banking Bens

City Merchant Bank require an energetic and ambitious graduate to work as a Recruiting Assistant in a small, dynamic team. Working alongside the Recruiting Manager you will be responsible for managing the graduate recruitment process in London and Europe. Flexibility, initiative, superb organisational skills and the ability to liaise at all levels are just some of the qualities necessary to tackle this high profile role. Degree level education, essential, previous experience of graduate recruitment preferable. Skills 50 wpm/WF knowledge. Age 24-30. Please call Kay Banks on 0171 390 7000 for further details.

Crone Corkill
Recruitment Consultants

Temporary Consultant

ote \$25,000 ++

We are looking for an experienced Temp Controller to join our small but highly successful Multilingual Temporary Division. You will be looking after an established client patch while actively expanding this through business development. Gaining all the benefits of working for a larger agency - training, career prospects, good basic salary, excellent benefits including clothes allowance, budgets to entertain your clients and your candidates - yet still working for a close-knit team which has never been under target since it was set up. Languages would be an advantage.

Please call Joanna Denham on 0171-434 4512.

Crone Corkill
Multilingual Recruitment

DIRECTOR'S SECRETARY

£20,000 + BENS

If you are looking for a truly challenging PA role working for the Senior Partner in this close-knit environment will enable you to make full use of your exceptional and often managerial skills. If you have a strong Secretarial background (incl. SF) call Rachel on 0171 636 2493.

Tel: 0171 377 6777 Fax: 0171 377 5079
MIDDLETON JEFFERS
RECRUITMENT LIMITED

PROACTIVE PA/SEC

£17,000 - £19,000

Two promising roles offered at senior level. Busy and varied role with plenty to get to grips with. Superb place to work - luxurious offices and friendly atmosphere. 60wpm, Windows or Wordperfect.

Tel: 0171 377 6777 Fax: 0171 377 5079
MIDDLETON JEFFERS
RECRUITMENT LIMITED

MAINE-TUCKER

JUNIOR TV SEC

£14K

This London based television company needs a young secretary (20s) with one year experience to work in the music division of the company. It is a fantastic opportunity for someone who enjoys the very best of music, TV, radio and the music business. It is a busy environment so you need to have your wits about you. A full second job for a speedy youngster.

10-11 Jersey Street, St James's, London SW1Y 6HT
Telephone: 0171 734 7341 Fax: 0171 734 3260

EXPERIENCED PA

C.£21K + PROFIT SHARE/BENS

Chairman of a top 10 Advertising Direct Marketing Agency requires experienced PA to organise his hectic life. This is a very challenging role requiring exceptional communication skills and ability to work on own initiative in a fast paced, exciting environment. Excellent salary and benefits. A top MD level with knowledge of Word for Windows. Flexibility and sense of humour essential. Write now.

Write now to: Tessa Clark, Recruitment Consultants
17 Newland Street, London W1P 2AB
Tel: 0171 377 6777 Fax: 0171 377 5079

PA-KNIGHTSBRIDGE

For property company, commanding exp. requires a highly motivated and organised PA with eye for detail, flexibility, excellent communication skills to assist team of five. Through knowledge of W4W & Excel essential and legal background an advantage. Skills: 60wpm/Excel. Salary range £16-20K according to experience. Phone 0171-416 8111. Ref: VNB or fax CV 0171-581 2260.

PA/JUNIOR ACCOUNT EXEC. FOR CREATIVE DIRECTOR OF ADVERTISING CONSULTANCY

Salary: £18K. Based: Mayfair. This is an opportunity for an enthusiastic and unflappable PA (aged 22-30) to get fully involved in an energetic creative consultancy with blue chip clients. Good presentation and team spirit are essential. Non-vendor is preferable. Send CV to: Charlotte Lennard, 7 Herbold Street, London W1P 2AT.

SENIOR SECRETARY CITY BASED C£17,000

required for an Executive Search firm based at their prestigious offices off Bishopsgate. The job is to head a small team providing full secretarial support for internationally focused consultants together with their research team.

The successful candidate will have:

- proficiency in W4W, minimum 55 wpm touch typing;
- a good academic record and at least 3 years experience;
- excellent communication skills, the ability to delegate and work to tight deadlines;
- an outgoing and personable manner.

Please fax your details to Ray Wallhead on 0171 256 9111 or telephone 0171 256 9900. Alternatively send your CV to him at Redcliffe Partnership Ltd, 7 St Helen's Place, London EC3A 6AT.

ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX No.

c/o THE TIMES NEWSPAPERS
P.O. BOX 3553, VIRGINIA ST,
LONDON, E1 9GA

Office Manager/PA to the Chairman

International Television Programme Producer

This exciting dual role combines providing a top level PA service to the Chairman of this subsidiary of a major US multi national media company, with on-going responsibility for the management of a range of office activities.

The Chairman combines high profile and very demanding periods in the UK with extensive international travel and is therefore away from the office for significant periods of time.

This will give you the opportunity to undertake the other element of the role which will include personnel records for a full time staff of twenty, contracts of employment, pensions administration and the control of aspects such as reception and the various support contracts which the company has.

We are seeking candidates who are already experienced at working at Chairman/Chief Executive level, and who ideally have already held some other office management responsibilities.

Johnson Wilson International
search, selection, human resources consultants

PRODUCTION ASSISTANT

Required for growing financial markets newswire service. Role entails the collection/dissemination of market data, general service maintenance and administrative support to the marketing team.

Requirements: excellent telephone manner, 50 wpm typing, PC literacy (MS Word/Excel) and above all a "can do" attitude. Salary £15K net.

CV to: Ashley Mack, Derivatives Monitor, Russell Square, 10/12 Russell Square, London WC1B 3EN.
Tel: 011-573 3848.

PERSONNEL

C£20,000

An excellent opportunity to join this fashion company in a generalist role which includes a high level of recruitment. This is a fast moving environment offering someone with previous personnel experience the scope to develop the position. Knowledge of retail is essential. Age 28+.

Please telephone 0171 628 9529.

Elizabeth Hunt
RECRUITMENT CONSULTANTS

Central London

£20,000+

If you believe you have the experience and skills to combine these two challenging roles please write with a full CV or telephone quoting Ref: 694W to: Bob Wilson, JWI, Norden House, Basingstoke RG21 4HG. Tel: 01256 466446



i

Administrative
for Arts charity SW London. Would suit mature person with basic keyboard skills. Position is full-time and will involve helping with press, stationary, relief reception, bookkeeping from such as monitoring cleaner and organising laundry, kitchen supplies, ensuring repairs and decoration of building when necessary and organising catering. Salary £12,000.

Call Sue Doughty (rec cons) on 0171-491 7971.

PERSONNEL

£16,000 + Bens

Personnel administration assistant required by leading international organisation based in West London. 1 yrs experience in personnel dept., plus computer literacy essential. Call Caroline Galan on 0171 437 6032 Hobsonians (rec cons).

Personnel

£16,500 + Bens

Personnel administration assistant required by leading international organisation based in West London. 1 yrs experience in personnel dept., plus computer literacy essential.

Call Caroline Galan on 0171-437 6032 Hobsonians (rec cons).

MEDICAL SECRETARIES

MEDICAL SECRETARIES

URGENTLY REQUIRED....

FOR LONG & SHORT-TERM TEMPORARY ASSIGNMENTS.

EXPERIENCE ESSENTIAL

EXCELLENT RATES!

TEL: STEPHANIE 0171 499 7747.

REC CONS

Lifeline
A Helping Hand to Recruitment

SURGEON REQUIRES SECRETARY/PA

For extremely busy practice. Top skills including Microsoft Office essential. Excellent salary-related to experience and expertise.

CV to Miss Rogers, 56 Wimpole Street, London, W1M 7DF.

ESTABLISHED Multi-branch Private General Medical Partnership requires third replacement secretary with General Nursing registration. Enquiries to 0171 694 6716.

PERSONAL Secretary to Private Doctor based in Knightsbridge. To start July 1st 1996. Salary £16,000 per annum. Excellent benefits. Please send CV to Jane Miles, 40, Horse Place, London SW1X 0ZS. No Agencies.

مكتبة
من
الأصل

FIRST CREME

YOUNG SECRETARY
£14,000 - SW1

The chance for a college leaver to take on their first secretarial role and play an important part in the busy support function of a leading Executive Search consultancy

We handle the appointments of senior professionals and managers in the international energy and investment industries. In joining us, you will become the first point of contact for our clients. You will assist our two team secretaries with the organisation of assignments handled by our in-house consulting and research teams. Your role will involve telephone queries, collating advertisement responses, arranging appointments between clients and candidates, typing and presenting reports and letters, as well as managing our busy reception area.

You should have excellent secretarial skills, be motivated and articulate and be fully competent with word processing PC systems, ideally Microsoft Word for Windows 6, Excel 5 and Powerpoint. If you are now ready to take on your first secretarial role and want to work as part of a young, successful team which consistently produces work of the highest quality, then we'd like to hear from you.

Please write with CV and daytime telephone number to Stella Campbell, SMCL, 2 Queen Anne's Gate Buildings, Dartmouth Street, London, W1V 9BP. Fax 0171 222 3445.



Planet Hollywood, the high volume, international, movie themed restaurant/retail company, is seeking an experienced, bright and outgoing **Administrative Assistant** for its busy European head office based in Piccadilly.

The role involves providing full administrative and secretarial support to the head office team. Duties will include answering the phones, typing of correspondence, organising travel itineraries, liaising with our corporate office in USA/ numerous other locations worldwide.

The Qualified candidate will have a minimum of 18 months' experience within a demanding secretarial/administrative environment and expertise in Word Processing with Windows (WordPerfect/Word) and spreadsheets (Lotus 123/Excel). A casual but smart appearance, excellent communication/organisational skills and a sense of humour essential. Dictaphone experience and fluency in a foreign language a plus.

If you think you've got what it takes and would work for a dynamic and fun company, please send your CV and salary expectations to: Heidi Neal, H.R. Representative - Europe, Planet Hollywood, Vernon House, 40 Shaftsbury Avenue, London W1V 7DD.

No phone calls please.

Design Of
The Times
£14,000
West End

Young, fun and keen to get involved? 3 Directors have designs on you! This graphics company needs your new secretarial skills and your ability to deal with reception and administrative tasks. If you are 20-25, have 50wpm typing, good organisational skills and a flexible attitude, please call Sue Garwood on 0171 434 4512.

Crone Corkill

City Career
to £14,000 & benefits

Kick start your secretarial career by joining this prestigious City bank. Supporting the PA to a senior executive you will type correspondence, arrange travel itineraries, liaise with clients and provide administrative back-up. The pace is fast and the atmosphere is friendly and lively. Excellent opportunities for progression. Skills 40 wpm typing/WP. Please call Susan Weaver on 0171-590-7000.

Crone Corkill

SUPER SECRETARIES

ARCHITECTS need successful secretaries to assist them in their busy offices. We are looking for a person with a good knowledge of secretarial work and a keen eye for detail. The successful candidate will be responsible for typing correspondence, arranging travel, and providing administrative support. Please call 0171 434 4512 for more details.

SUPER SECRETARIES

EDUCATED PA/Secretary for a leading educational institution. The successful candidate will be responsible for typing correspondence, arranging travel, and providing administrative support. Please call 0171 434 4512 for more details.

SUPER SECRETARIES

EDUCATED PA/Secretary for a leading educational institution. The successful candidate will be responsible for typing correspondence, arranging travel, and providing administrative support. Please call 0171 434 4512 for more details.

MULTI-LINGUAL OPPORTUNITIES

UPSIDE DOWN THINKING...

A bilingual, Mary Lou Hayes

It's really that simple.

We have the opportunities.

You have the language skills.

You can turn your career path around.

Don't let the blood rush to your head.

Call us to find out how we can help.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.

.....gets you to the top.



LINE LANGUAGE

0171 379 8333

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

0171 379 0113

APPOINTMENTS Bi-LANGUAGE

ITALIAN
PA to CHIEF EXEC

A fabulous position for a polished, top level PA with fluent Italian to work with this dynamic 'go getting' boss. Use of languages daily, client liaison at the highest level and total involvement. Real opportunities for the right person. Min 5 years exp & excellent skills essential.

YORUBA/URDU/ARABIC

Our clients are looking for linguists with Yoruba, Urdu or Arabic (North African dialects preferred) to join their specialist team. Translation, interpreting and transcription, mostly into English, an excellent command of English spelling & vocabulary is essential. British nationality and/or residency of 10 years or more also essential. (Previous applicants need not re-apply)

GRADUATE PUBLISHING
SALES EXEC

Are you a graduate with an international outlook, good sense of humour, enthusiasm and energy? This is a fantastic opportunity to develop a career within a well-known publishing company, working with a team, visiting clients, attending exhibitions and building up your own client base. The ability to foster good relationships, and a good telephone manner are essential.

SWEDISH, DANISH
OR NORWEGIAN
£20,000
EXECUTIVE RECRUITMENT

A really exciting secretarial role for a 'self starter' who enjoys a varied workload with lots of individual input. Some research and training of client contact. (min 50wpm & expert W4W)

APPOINTMENTS Bi-LANGUAGE

3 Princes Street, London W1R 7RA
Tel: 0171 734 3380/0171 355 1975 Fax: 0171 499 0568

LANGUAGE RECRUITMENT

FRENCH LOCAL - Bilingual PA/Sec to MD & PD of Int Co. in Paris. Liaise with HQ, translations, diary, travel. 2nd rank requiring solid exp, initiative & cool exp. Dtl. 2nd rank.

GERMAN IN SWITZERLAND - Bilingual PA/Sec to Dtl. of Major Int. Co. Top organisational skills for dynamic role, lots of client contact & involvement. French useful. £18k + bonus.

SPANISH SPORTS - High calibre bilingual Sec for Int Sports Organisation. Busy role, organising, organising, organising. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

Some travel. £18k + bonus.

APPOINTMENTS Bi-LANGUAGE

Russian Speaking
Secretary
C20 + banking bens

An interesting and varied role for a 'polished' English mother tongue, Russian speaking secretary (min 3 years exp and expert W4W). This is a self managed role with plenty of Russian in a fast moving & exciting environment.

3 Princes Street, London, W1R 7RA
Tel: 0171 734 3380/0171 355 1975 Fax: 0171 499 0568

APPOINTMENTS Bi-LANGUAGE

MANAGEMENT
CONSULTANCY
EXCELLENT
UNIQUE
OPPORTUNITIES!!

Our client is looking for 2 career-minded graduates who have 3-5 years relevant experience on large projects in IT/administration/ client contact/ research. Please phone Marie Eickert for initial discussion re the above.

3 Princes Street, London W1R 7RA
Tel: 0171 734 3380/0171 355 1975 Fax: 0171 499 0568

WE ARE CURRENTLY HANDLING
THE FOLLOWING VACANCIES:

■ Position: PA to Chief Executive German £25,000

■ Position: PA/Sec to Senior Bankers Spanish/ £19,000

■ Position: Professional Receptionist Italian £15,000

■ Position: PA/Administrator Greek/German & £22,000

■ Position: Secretary to Sales Director Languages useful £14,000

■ Position: Secretary to Marketing Dept French £17,000

We are handling various bilingual positions in addition to the above. If you are an experienced PA/Secretary with outstanding skills (50wpm typing minimum) and possess another European language, the bilingual Division of Angela Mortimer would very much like to hear from you. Please do not hesitate to contact Jackie Madson or Dr. Hilda on 0171 414 1801 or fax your CV for this position on 0171 414 1801.

Angela Mortimer International
The bilingual Division of Angela Mortimer PLC

EURO
LONDON
APPOINTMENTS

Intense, demanding and varied work on a seasonal basis as right hand to the Financial Director of a prestigious international company. An experienced and enthusiastic person with a proven track record in a similar role will have energy, loyalty, boundaries enthusiasm and a flexible approach to work. Skills 100/60. Age 25-32.

1 Horse Place, 47 Fleet Street, London EC4A 3DF
Tel: 0171 553 0189 Fax: 0171 553 0189

PA/Administrator
French, French,
City £25,000

Intense, demanding and varied work on a seasonal basis as right hand to the Financial Director of a prestigious international company. An experienced and enthusiastic person with a proven track record in a similar role will have energy, loyalty, boundaries enthusiasm and a flexible approach to work. Skills 100/60. Age 25-32.

1 Horse Place, 47 Fleet Street, London EC4A 3DF
Tel: 0171 553 0189 Fax: 0171 553 0189

RECEPTION
SELECTION

PART-TIME Receptionist for a leading international company. The successful candidate will be responsible for answering the phone, taking messages, and providing administrative support. Please call 0171 434 4512 for more details.

PART-TIME Receptionist for a leading international company. The successful candidate will be responsible for answering the phone, taking messages, and providing administrative support. Please call 0171 434 4512 for more details.

PART-TIME Receptionist for a leading international company. The successful candidate will be responsible for answering the phone, taking messages, and providing administrative support. Please call



HERITAGE

Are our finest historic buildings being besmirched by tasteless and unnecessary visitor centres?



COMEDY

Jo Brand is recruited to boost the growing industry of football comedy

THE TIMES ARTS



VISUAL ART

Our series of superb works by Degas continues with a magnificent bronze of a dancer



OFFER

Enjoy the West End's current Sondheim shows at our Theatre Club's specially reduced prices

HERITAGE: Marcus Binney lambasts the visitor centres that sully Britain's historic monuments

Don't mess up the stately homes

Suddenly, the big thing in heritage is the Visitor Centre. Every site must have one. The trend is not just lottery-driven; the whole gamut of grant-giving trusts can be seduced by anything with the magic tag: "education". Never mind the fact that hundreds of beautiful buildings are close to collapse. Much better to give the grant to a spanking new heritage centre. Says one insider: "It's all fundraising-led. They want a pot of gold. Interpretation is fashionable."

Yet as the 1970s showed, nothing dates more quickly than a visitor centre. The all-time horror is the hideous example at Furness Abbey in Cumbria. It looks like a Post Office sorting depot. At Conisbrough in Yorkshire a theme park-style space capsule blocks the view of the castle as you walk through the gate. Jarring polygonal visitor centres pop up at the great Plantagenet castles in Wales.

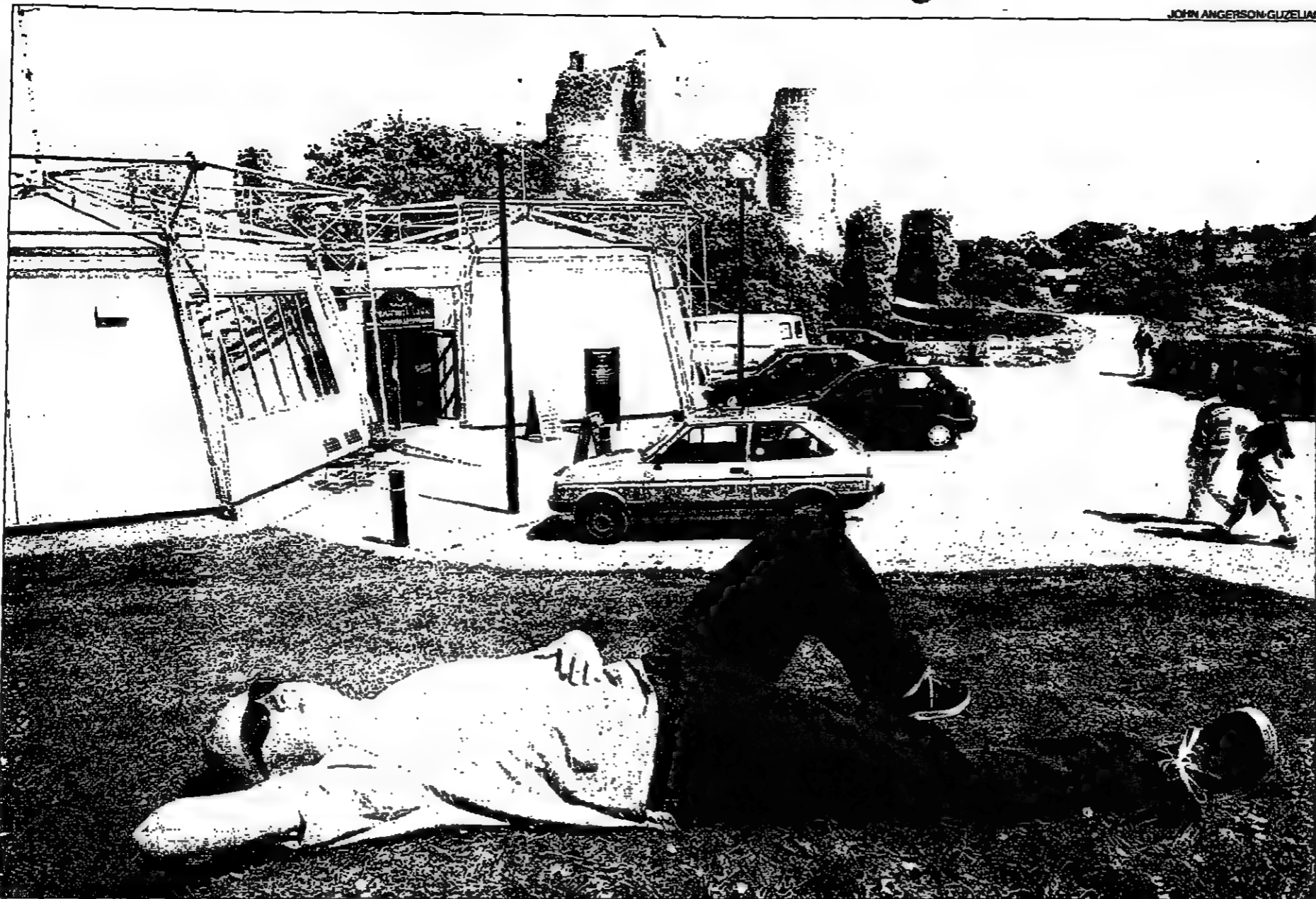
Interpretation — explaining the history of a monument — is ephemeral: attitudes towards interpretation change constantly. That is why it should not be enshrined in new permanent structures. The National Trust got it exactly right at Uppark, where it housed all the relics of the fire now on exhibition in a great tent which can be taken away. And at Buckingham Palace, Sir Michael Hopkins has designed one of the best ticket kiosks ever. It has the festive look of a marquee and arrives each season in sections.

Simon Thurley, curator of the Historic Royal Palaces Agency, says forcibly: "We've gone off visitor centres. They end up being a substitute experience. The last thing most people arriving at a historic site want is to be forced to read great chunks of text or be sat in a darkened theatre. Our policy is to provide them with information when their curiosity is aroused."

Christopher Woodward, who worked at the excellent Building of Bath Museum, adds: "The problem is that a visitor centre rarely has three-dimensional exhibits. You need models, objects, fragments. Instead, it is placards on a wall."

The point of preserving and opening historic sites must be to allow visitors to experience their fascination and beauty first-hand. The best way is to go with someone who knows and loves the place. Equally, there is a special value in discovering it for yourself.

Happily, the two ways can now be combined with the latest "acoustic wands", which you can carry around and operate at will. Take Fort Nelson, above Portsmouth. At first glance it is a static display of artillery, strictly for experts. It leaps alive as you tap in the number of an exhibit and hear how a cannon was



What an unappealing sight: half-hidden somewhere behind the tacky "space capsule" visitor centre are the magnificent ramparts of Conisbrough Castle in Yorkshire

cast, transported and fired. With Saddam Hussein's supergun you hear the dramatic story of deceit, assassination and customs swoops. The acoustic wands system also brings to life the paintings of the Tate Gallery, and the National Trust has used it to good effect at its new property, Croome Landscape Park.

A few principles emerge. First, interpretation should bring visitors closer to what they have come to see and encourage them to use their own eyes. For this reason, the National Trust's bid to the Millennium Fund for its £22 million high-tech "interpretative gateways" at 30 properties needs questioning.

The idea of the project, named "A Thousand Threads", is for an elec-

tronic archive leading to life through "virtual reality", CD-Roms, fly-by-wire models and interactive displays. But having got visitors to the property, the aim should surely be to encourage them to look round and feel the magic of the place — not sit in front of a screen.

The Trust blandly states: "Some of the locations will require planning consent, listed building consent and scheduled monument consent, though this is not expected to cause any problems." I wonder.

True, touch-screen technology has its virtues. An example is the award-winning Croydon "Lifetimes Gallery" which features interviews with 300 local people telling their own story: of the First World War, of life in a 1930s asylum, or arrival as a

West Indian immigrant. The company Acoustiguide works by appointing a researcher-writer to work with curators collecting information and scripting it in vivid form.

Secondly, since interpretation is so open to change, so far as possible it should be housed in existing buildings, or temporary ones. Michael Hopkins explains the principle behind his Buckingham Palace kiosk: "For ten months a year all you see is gravel. Then we scrape the gravel back, find the fixing plates, swing it into position and re-rig it."

Thirdly, interpretation should never detract from the site, and particularly it should not diminish or alter the all-important first impression. Sad to say, an offender here is the much-acclaimed (and

finely crafted) visitor centre at Fountains Abbey in Yorkshire. If you want to enjoy the magical beauty of the Abbey and the Water Gardens don't follow the signs to the centre. Use the old approach through the Ripon Gales into Studley Royal Deer Park, drive past the Palladian stables, park at the gates to the water gardens, walk past the bewitching moon ponds and, just when you think you are at an end, turn and see the magnificent silhouette of the Abbey at the end of the canal: the intended climax of the whole layout. If you go direct to the visitor centre, the great tower of the Abbey first appears as no more than a pimple peeping over a hill.

The newest entrants to the interpretation game are cathedrals. Again the trend has been towards display panels which strike a jarring note beneath Gothic vaults. A cathedral springs to life as soon as the organ plays. Tour operators may complain that it drowns their guides. Bad luck. In this day and age, it should be more important to show off a building as it was intended to be used than to pump people full of names and dates.

On the paths leading to some of the best-kept beaches in the British Isles, a simple message is printed: "Please leave nothing behind but your footprints." This approach should be the key to every site open to the public. Those who open them, and visit them, should make it a cardinal rule to avoid leaving a permanent mark of their presence.

Alastair McGowan's brilliantly observed impersonations of Kevin Keegan and Alan Hansen ("Where's the defence?") Hansen brought the first half to an exuberant close. In the second half we duly waited for Smith to score a hat-trick. But after tapping in an easy first goal by reading an exhorting poem by that well-known scribe John Fashanu, Smith decided to kill time by inviting a laddish member of the audience to tell a joke. It was the equivalent of holding the ball at the corner flag for the final quarter. Brand, arriving last, was funnier than she has ever been on television.

CLIVE DAVIS

Just for kicks

BEFORE football suddenly became chic, the level of humour seldom rose far above the beloved Eric Morecambe's trick of sneezing and shouting "Arsenal" at the same time. Terrace humour, in those Bovril and buns days, consisted of urinating on the legs of the man standing in front during a rainstorm.

How the world has changed. At the South Bank, the venue for an all-day celebration of the European championship, young men strolled around in designer football shirts bearing soccer-

COMEDY

Europe United
Purcell Room

inspired quotations from the leading philosophers of the age: Wittgenstein, Camus and the great Algerian goalkeeper, Camus.

After all the discussions and quizzes, fans cheered on comics led by Arthur Smith. Jo Brand was brought on late in the game. Ajax fan Raoul Heerje represented Europe. With a woman and a Dutchman on the team, it was, as the master of ceremonies, Ivor Dembina, observed, a little like watching Chelsea.

Phil Jupitus opened well with a wry view from the stands at West Ham. But in what could be an omen for the championships proper, it was the cheeky foreigner who put on the most stylish display.

Had this been a typical football crowd, the St John Ambulance men would have been rushing out with a stretcher. The Purcell Room audience, middle-class Fever Pitch readers to the core, took it all with a chuckle.

Alastair McGowan's brilliantly observed impersonations of Kevin Keegan and Alan Hansen ("Where's the defence?") Hansen brought the first half to an exuberant close. In the second half we duly waited for Smith to score a hat-trick. But after tapping in an easy first goal by reading an exhorting poem by that well-known scribe John Fashanu, Smith decided to kill time by inviting a laddish member of the audience to tell a joke. It was the equivalent of holding the ball at the corner flag for the final quarter. Brand, arriving last, was funnier than she has ever been on television.

CLIVE DAVIS

Sondheim's June

THE TIMES THEATRE CLUB

hits, partly because Sondheim, more than any other creative genius, epitomises the phrase "ahead of his time". Theatre Club members can experience two of his works in London's West End throughout this month, and save £7.50 on top price seats (normally £30) for Mon-Wed evening performance and Thurs matinees

Queen's Theatre
● MICHAEL BALL and Maria Friedman star in Sondheim's latest musical, the Tony Award-winning *Passion*. Tel 0171-494 5590

Albery Theatre
● SAM MENDES directs Adrian Lester and Sheila Gish in the Donmar Warehouse production of Sondheim's magnificent *Company*. Tel 0171-369 1730

OTHER SPECIAL OFFERS

LONDON
Royal Court Theatre
June 11-12
● MICHAEL BOYD'S intensely visual adaptation of Janice Galloway's best-selling novel, *The Trick is to Keep Breathing*, is a highly charged account of a woman's mental deterioration and confusion following the death of her lover. Theatre Club members can save 25 per cent on top-price tickets (normally £15). Tel 0171-750 1745

Centrestage
June 5, 11, 18-19, 25-26
● HOWARD SAMUELS previews his new one-man show, which takes a sideways look at love, life, sex, drugs and much besides. Tickets £5 (normally £7.50), include a buffet meal. Tel 0171-836 4300

Blackpool Grand Theatre
June 25-28
● TWO tickets for the price of one (normally £8.50 to £13.50) for

Sheridan's classic comedy of manners, *The School for Scandal*. Tel 01253 28572

PLYMOUTH
Theatre Royal
June 24
● TWO tickets for the price of one (normally £15) for Eugene O'Neill's *Long Day's Journey into Night*. Tel 01752 67222

LIVERPOOL
Nepenthe Theatre
June 19-22, 24
● TICKETS £5 (normally £7 to £9) for Eurocomedy '96, a month-long celebration of comedy to coincide with the Euro '96 football championship. Tel 0151-709 7844

NORWICH
Theatre Royal
June 25-27
● SAVE £2 on top ticket prices (normally £10 to £12.50) for the stage version of the hit comedy series, *Alla, Alla*. Tel 01603 630000

JOIN NOW

TO JOIN The Theatre Club either send a cheque for £12.50, made payable to The Theatre Club, together with your name, address and telephone number to The Theatre Club, P.O. Box 2164, Colchester CO2 3JL or telephone 01206 225145 using your credit card. For general inquiries call 0171-387 9673

TO BOOK for this week's special offers, please phone the listed number during normal office hours. The price printed on the ticket you receive will be the special price negotiated by the Theatre Club. In some cases there may be a transaction charge to cover postage

LIFT ON

● THE London International Festival of Theatre (LIFT) presents a season of works featuring international performers. To book, tel 0171-928 6363

Young Vic (June 14-19)
Theatre La Balance of Denmark presents *Cordelia*, a powerful new view of *King Lear*. Save £2 (tickets normally £8 to £12.50)

Young Vic (June 20-22)
Brazil's *Ere* is a dazzling mixture of drama, dance and music. Save £2 on tickets (normally £8 to £12.50)

St Peter's Church, SE11
June 17-23
Sweden's Bogdan Szyber and Carina Reich transform the interior of this Victorian church into a living work of art. Save £2 on tickets (normally £7.50)

Servant to both genders

AT ITS best, Druid Theatre in Galway has always been a place of surprises, half-hidden in a lane in a town on Ireland's western seaboard. What happens there is frequently just that little bit more extraordinary than it ought to be. Druid has now tempted the pioneering French director, designer and playwright Simone Benmussa to work in its intensely intimate auditorium, to startling effect.

Adapted by Benmussa from a short story by George Moore, and first produced in French in 1977, *The Singular Life of Albert Nobbs* follows the final years of a Dublin servant at the end of the last century. Loyal, efficient and respectful, Albert Nobbs is a substantial asset to Morrison's Hotel. His employer is impressed by his work rate, his abstinence from tobacco and strong liquor, but above all by the dour servant's disinclination to "play the fool with the maidservants".

Despite this unusual temperate behaviour, nobody ven-

THEATRE

The Singular Life
of Albert Nobbs
Galway

nures a closer inspection of Nobbs. Only when the old retainer dies a lonely, wheezy death does a doctor discover a startling biological fact: Albert was a woman.

The circumstances of Albert's life, the economic and emotional realities that forced her to flee from her gender, are not key to Benmussa's play. They are hardly of more significance than the way a coat is buttoned, or a face is seen through a pane of glass in one of the set's many doors. Benmussa, like most of the people in her drama, is not interested in posing questions about character or motivation. Instead she sets about evoking the unique texture of a life lived between genders — of

LUKE CLANCY

DEGAS — DAY NINE

Richard Cork discusses highlights of the National Gallery exhibition



Dancer looking at the sole of her right foot (c.1892-1900). Johnson Collection, Chicago

Although Degas exhibited his sculpture during his lifetime, modelling figures in wax occupied much of his energy during his later years. Of these, 74 have survived, all cast into bronze after his death. Degas minimised their importance, claiming that "they are exercises to get me going, nothing more". But the figures themselves prove him wrong, and none is more arresting than this brilliant little figure, contorting her body in order to examine the

sole of her foot. It is an impulsive gesture, and Degas makes no attempt to hide the strain involved. But the outcome is wonderfully satisfying: turning the momentary into the monumental, he makes us realise that even the most fleeting movements can possess a sense of grandeur.

● Degas: Beyond Impressionism is at the National Gallery until Aug 26 (tickets from First Call, 0171-620 0000)
● Tomorrow, Richard Cork discusses Russian Dancers (c.1899)

THE TIMES Subscriptions

The Times will match any subscription offer you receive from other daily national newspapers.

For further details please call us FREE on the following number:

FREEPHONE
0800 120 130

Lines open 7 days from 8am to 6pm

Offer available in the UK only

صباحنا من الأهل



MUSIC 1

Approaching his 70th birthday, Hans Werner Henze prepares for his residency at Aldeburgh



MUSIC 2

... while music by the English composer George Benjamin is featured in the Wraysbury Festival

THE TIMES ARTS



MUSIC 3

... and jazz man John Surman dips into the classic English choral tradition in Salisbury



TOMORROW

Robert Redford in *Up Close and Personal*, and all the other new films, reviewed by Geoff Brown

Rebel without a pause

Approaching 70, the composer Hans Werner Henze still wants to change the world. Rodney Milnes met him

Reference books suggest that Hans Werner Henze will be 70 next month, but conversation with him suggests equally firmly a virus in some computer's memory. There is no hint of resting on laurels. He is as engaged as ever in his work, both in the immediate sense as composer — his new opera, *Venus and Adonis*, will be premiered in Munich in January, and a ninth symphony follows in Berlin — and in a broader context as roving ambassador for art and education.

There is, of course, no question of the scourge of the 1960s, the advocate of world revolution whose new pieces were as likely to result in a riot as a half-page notice in the broadsheets, ever becoming a Grand Old Man. And even if there were, his well-developed, self-aware sense of humour — puckish, ironic, waspish even — would guarantee a very attractive species of grandeur. He is a man at the very centre of life, not one nearing what he calls with a lupine grin "that biblical age".

The birthday is being celebrated here with some style. He is composer-in-residence at the Aldeburgh Festival opening on Saturday, there's a new piece at the Proms, for whose appreciative audiences he has special admiration, and later this month ENO mounts his early

opera *The Prince of Homburg*. DG is issuing a 14-CD set of his early recordings, including such pivotal pieces as *The Raft of the Medusa* and *The Young Lord*. When we met he was in the thick of the Munich Biennale, which he founded in 1988 and which has given inestimable help to young composers writing for the theatre: the fact that he is retiring from the directorship this year to concentrate on what he calls "my own stuff" is the only sign of any pulling in of horns.

But this adds persistence to his Aldeburgh residency. Just as he has been nurturing young talent, so was he himself encouraged by Britten. "I still have a letter from Peter Pears when he first saw the Hölderlin settings I wrote for him," Julian Bream

Music, literature and poetry are more important than caviar

and the Melos Ensemble in 1958 — he was terrified and found them extremely difficult. But he sang them." In 1962 Britten went to Cologne to hear the premiere of Henze's oratorio *Novae de infinita laudes*, and the next day the composer found a letter at his hotel. "It moved me enormously that he should find time to write; you have no idea what it means for a composer to be encouraged like that at a time when the young were subject to so many humiliations."

This was the time of Henze's break with stern Darmstadt avant-garde orthodoxy. He remembers



Hans Werner Henze, poring over a score in his study, seems like a man at the very centre of life, not one nearing the "biblical age" which he celebrates next month

with glee a dinner party in Vienna at which Stockhausen voiced with bated breath his worries about Henze: "He'll end up writing an opera one day." Henze, who had composed one and was embarking on a second, kept quiet. "It was the time when it was considered a sin to write for the theatre, and I have been a great sinner. The monastery was the electronic studios in Cologne, and the brothel was the theatre, which is where I was."

The Aldeburgh programme includes a suite from his ballet *Orlando*, extracts from his Auden-Kallman operas *Elegy for Young Lovers* and *The Bassarids*, and the first performance here of his new orchestral work *Appassionatamente*, drawn from his opera *Das verrätene Meer*, mention of which

occasions the only passing cloud. This Mishima-based piece was to have been staged at Covent Garden, but he has now been told that it won't happen this century. "Audiences get disorientated if they don't hear your works in sequence. If Nicholas Kenyon really wants to make me as happy as he says he does, he'll do it in concert at the Proms."

At least Henze can be happy at the prospect of his Kleist opera, *The Prince of Homburg*, at the Coliseum in the Nikolaus Lehnhoff production that he likes a lot. It will be performed in the so-called "Munich version". "When I wrote it in the late 1950s I used a lot of unnecessary marimbas and vibes that only doubled other instruments. So I gave them to the piano,

an instrument that existed in Kleist's day. But the saxophone didn't, so that came out, and so did all the instruments he wouldn't have known, and I ended up with exactly the right number of players. I made some alterations in phrasing and dynamics — these are things one learns."

He has lost none of his concern for society, and is aware of the threat of cuts in arts funding. "In Italy three orchestras were slaughtered recently, no one protested. That couldn't happen in Munich." Indeed Munich is something of a paragon, as it has been since Mozart's day. Henze's Biennale receives unwavering all-party support and is about to be incorporated as a permanent institution. At a recent discussion in which he took

part at the State Opera, broadcast live, the chairman, Peter Jonas, used as one of his rubrics Baroness Thatcher's famous "there is no such thing as society", which caused a predictable frisson of horror. All agreed that there was such a thing, and opera was an integral part.

"But I am unwilling to be too negative, because there will always be enough people who know that music, literature, poetry and education are the most important human nourishment, more important than porridge," pause, "or caviar." Very Henze. "People are much more intelligent than the politicians who imagine they are controlling their lives." And he has one more long-term project. "I want composition to become a major subject in elementary and secondary schools.

All children should know what a fifth means as well as the grammar of their mother tongue. People who know music... will also know that it is not a very good idea to kill other people. They will know that it is unnecessary to make war, poison the air and slaughter whales."

His influence in Germany could well effect changes in curricula. Is he turning respectable, becoming an establishment figure? The eyes twinkle. "Here I echo Mrs Thatcher — there is no such thing as the Establishment."

● Henze's music, including the British premiere of *Appassionatamente* on Saturday, is featured at the Aldeburgh Festival (01728 453543). His opera, *The Prince of Homburg*, will be staged by English National Opera at the London Coliseum (0171-632 8300) from June 22

MUSIC: Premieres in the shires; a pop event to remember in King's Cross

"WHO WOULD have thought we'd have heard the Festival Chorus singing jazz?" someone said at the end of John Surman's new *Proverbs and Songs*, for choir, solo saxophone and organ at the Salisbury Festival. Such a label is misleading, since Surman has produced a magnificent, coherent piece of 20th-century choral writing with short semi-improvisatory interludes for himself and John Taylor at the organ.

Earlier in the concert, with the Bournemouth Sinfonietta strings, Surman's jazz quartet and singer Karin Krog all under conductor Howard Moody, four of Surman's previous compositions suffered from the old enemy of jazz in a cathedral: time-lag and echo. Indeed, with drummer John Marshall behind a pillar, playing his heart out to the south transept, the balance was never quite right in *Alter Ego* nor in *Seabird*, where Krog's amplified voice joined the mix.

In *Hymn 130*, originally written for the 1985 Vossa Festival, Surman offered a glimpse of how to tackle the acoustical problems in his new work. His powerful and emotive bass clarinet solo played on the resonance of the building and his choral writing

Let there be jazz

John Surman
Salisbury Cathedral

ing was spare but effective enough to project clearly over the orchestra and jazz group.

The Festival Chorus is a largely amateur group committed to performing new music, and though Surman sensibly avoided complex microtonality, he corralled an impressive array of choral writing devices into service, which came together perfectly in his new work.

Proverbs and Songs opened with a sparse duet for organ and baritone sax. Surman demonstrating that he is still the unrivalled master of this

instrument. As the choir incanted the names of Adam's dynasty, Surman separated the voices, so that when the parts finally combined, the effect was glorious. His unaccompanied choral writing was rich and unusual and elsewhere the sense of jazz rhythm and forward motion came almost exclusively from his saxophone, creating rich ostinatos, or swirling aggressively among the choral parts.

As ever in Surman's writing, jazz influence mingles with a respect for English tradition and the spirit of Cecil Sharp hung over the round "A man's pride shall bring him low", before an organ interlude from Taylor broke the mood, its contrasting registrations introducing the imaginative use of spoken voices.

The cathedral inspired the piece and Surman's ability to harness his unforgiving acoustic to a central role was brilliantly managed. As the choir spiralled upwards in the closing "Arise Ye!", Surman confirmed that he should no longer simply be recognised as one of the country's leading improvisers and instrumentalists, but a choral composer of imagination, vision and power.

ALYN SHIPTON

Blues for our time

Pusherman
Splash Club, WCI

EVERY now and again you witness something that is truly special. Pusherman's sold-out show at King's Cross Splash Club was imbued with the kind of energy and excitement that is generally associated with those pivotal "you should have been there" nights in history.

Signed to Oasis manager Marcus Russell's Ignition label, Pusherman frontman Andy Frank and co-vocalist-harmonica player Yank had previously been in SKAW (Some Kind A Wonderful), a dance band with a dark, blues-soaked edge. Now teamed with bassist Bo Ellery, drummer Harry Harrison and the Led Zepplin-style guitars of Martin Hoyland and Tony Antonio, Pusherman have wrapped their blues in a big damp groove that sets them apart from their contemporaries but still sounds like it could only come from the 1990s.

They kicked off with their new single, *Chase It*, which began with a sustained blast of harmonica and screeching guitars. Without waiting for a reaction, they went straight into their previous single, *First Time*, which also relied on an insistent blues riff, ultra-heavy guitars and a big chorus, and followed it with *The Aim Indeed*, which has already become something of a live favourite.

When they played *Whole*, which began with a mantra-like chant and developed into a snarling Lyonesque rant, they showed just how far they can take their sneering, narcissistic blues.

They finished their set with *Never Coming Back*, which segued quite seamlessly into the Doors-like *Show Me Slowly*. If they can keep this form up, that forthcoming debut album is going to be massive.

BARRY MILLINGTON

ANN SCANLON

Going dotty in the village

SUMMER music festivals come in all shapes and sizes, but there is nothing quite like the one at the village of Wraysbury. Now in its second year, the Wraysbury Festival is the brainchild of Melanie Daiken, one of the most popular and dedicated teachers at the Royal Academy of Music. The idea is to bring together students and distinguished composers — this year George Benjamin and Tristan Murail — in workshops, intensive rehearsals and recitals. Composition students get a chance to hear their own works in performance, and the proceedings culminate in a pair of public concerts.

The involvement of Benjamin and Murail, both — like Daiken herself — Messiaen pupils, gave rise to a French-inspired programme on Saturday night in St Andrew's Church. It opened with two Debussy works given by seasoned professionals: the solo

Wraysbury Festival Berkshire

flute voice of *Syrinx* floating evocatively from the back of the church, with Jennifer Stinton an unseen presence, joined by the equally impressive Roger Chase and Lucy Wakeford in the Sonata for Flute, Viola and Harp.

If the three movements of Boulez's seminal *Le Marteau sans Maître* sounded tentative in parts, even under Ilan Volkov's clear direction, that may have as much to do with the music's improvisatory quality as its technical difficulties. Benjamin's *Upon Silence*, an intricate, elusive setting of Yeats's poem *Long-Legged Fly*, achieves its effect with wistful tendrils of line and extraordinarily delicate sonorities (violas, cellos and basses only). Mezzo-soprano Jeanette Ager's delivery of the vocal

AN EXCLUSIVE TIMES COMPETITION

Win an MGF worth £17,000



Today The Times gives you the chance to win an exciting new MGF. Simply collect six differently numbered tokens and complete the entry form which was published on Monday and will appear again on Saturday for your chance to win the MGF 1.8i.

The relaunch of the MGF after a 15-year gap, revives the golden days of carefree motoring and is the first car Rover has built without Honda or BMW influence since the Austin Montego.

It is an affordable and stylish open-top British sports car for the nineties with excellent handling and performance. Unlike its predecessors, it has a mid-engined, rear wheel drive layout and one of the most advanced production engines in the world. Because the weight of the engine is over the driven wheels the car is well-balanced and has excellent grip under acceleration allowing you to handle bends at speed.

Although the look is modern, the design of the grille reflects the MGF's sporty heritage. It is a design that has produced a

frame stiffer than any convertible other than a Mercedes SL, and the car barely feels a ripple in the road; the ride is one of the best in any two-seater. Other features include a driver's airbag as standard and seatbelt pre-tensioners which tighten the seatbelts just before the airbag is activated to help keep the occupants securely seated; power steering, spoke alloy wheels and independent suspension all round with double wishbones, plus front and rear anti-roll bars.

Two simple latches fasten the hood to the header rail so you can fold it down in under a minute. For extra fresh air with the hood up, you can unzip the tinted plastic backlight.

The MGF has one of the strongest bodies ever constructed for a sports two-seater ensuring structural safety.

Inside, features include ivory-coloured dials of the instrument panel which recall the traditional MG design, a 20 watts per channel electronic stereo radio cassette and Radio Data System with traffic information to help you avoid jams. Electric windows are provided as standard. Luggage space is also generous with room for two full sets of golf clubs.

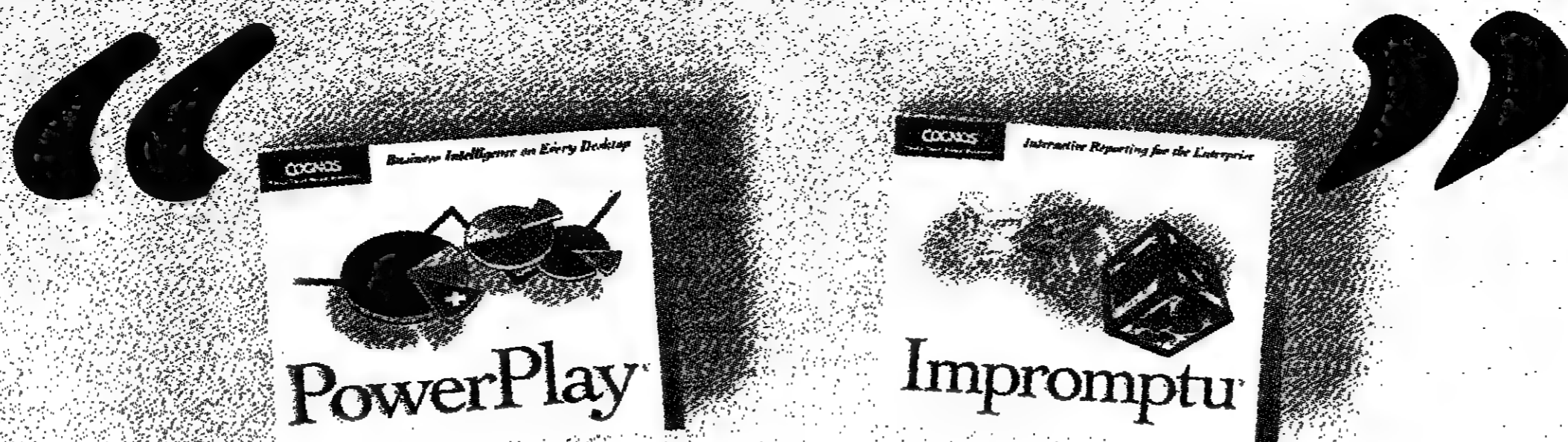
HOW TO ENTER

For your chance to win the MGF 1.8i collect six differently numbered tokens from those appearing daily in The Times until Saturday, June 15, 1996. (You may enter twice if you wish.) Send them with the completed entry form to: The Times MGF Prize Draw Competition, PO Box 8385, London, SE7 7ZL.

PRIZE DRAW CONDITIONS
The prize draw is open to all Times readers over 18. The winner will be chosen at random from all entries received before the closing date of June 21, 1996. The prize is not transferable. There is no cash alternative. Normal Times Newspaper competition rules apply.



مكتبة الامم المتحدة



THE FINAL WORD IN TURNING YOUR DATA WAREHOUSE INTO BUSINESS INTELLIGENCE



Competing in today's business environment means placing the information required for effective decision making directly on managers' desktops. The trend toward building datawarehouses reflects this new reality. A datawarehouse integrates corporate data from legacy, operational and departmental systems, and organises it in a way that reflects the structure of the business. While most companies agree on the need to build datawarehouses, a warehouse alone will not provide the answers to your

business problems. To visualise and comprehend all the factors driving their business, managers must be able to transform corporate data into business intelligence. They need to quickly and easily access, explore and report on the data, to gain insight into the critical elements of their operations. And today's tools of choice are PowerPlay® and Impromptu® from Cognos® - the intelligent solution for any business.



Impromptu. Interactive reporting for the enterprise.
PowerPlay. The world's most popular OLAP solution.

Call +1344 486668

COGNOS®

THE REVOLUTION CONTINUES

Cognos Ltd., Westerly Point, Market Street, Bracknell, Berkshire RG12 1 QB
Tel: 01344 486668 Fax: 01344 869022 email: uk@cognos.com Homepage: <http://www.cognos.com>
1996 Cognos Incorporated. Cognos, PowerPlay, Impromptu and Tools That Build Business are trademarks of Cognos Inc.

هكذا من الأصل

Ever since a data warehousing system correctly told an American retailer that putting beer and nappies next to one another on a supermarket aisle would increase sales, the industry has not looked back.

The concept is as jargon-filled as any other in information technology, where data warehousing is seen as an information technology decision support tool that requires data to be "harvested", "vacuumed" or to be "scrubbed and cleansed" before being mined.

But behind it lies the tantalising promise that it will answer questions in a few moments that would once have taken hours or days to resolve. Even better, it may come up with answers to questions companies might never have bothered to ask. Who, for example, at the Wal-Mart chain would have bothered to check whether there was a strong correlation between the sale of nappies and beer?

As a pioneer of data warehousing, Wal-Mart had taken the plunge and introduced a system full of information amalgamated from a variety of sources. Nappies and beer showed a correlation, selling at the same time and just after working hours.

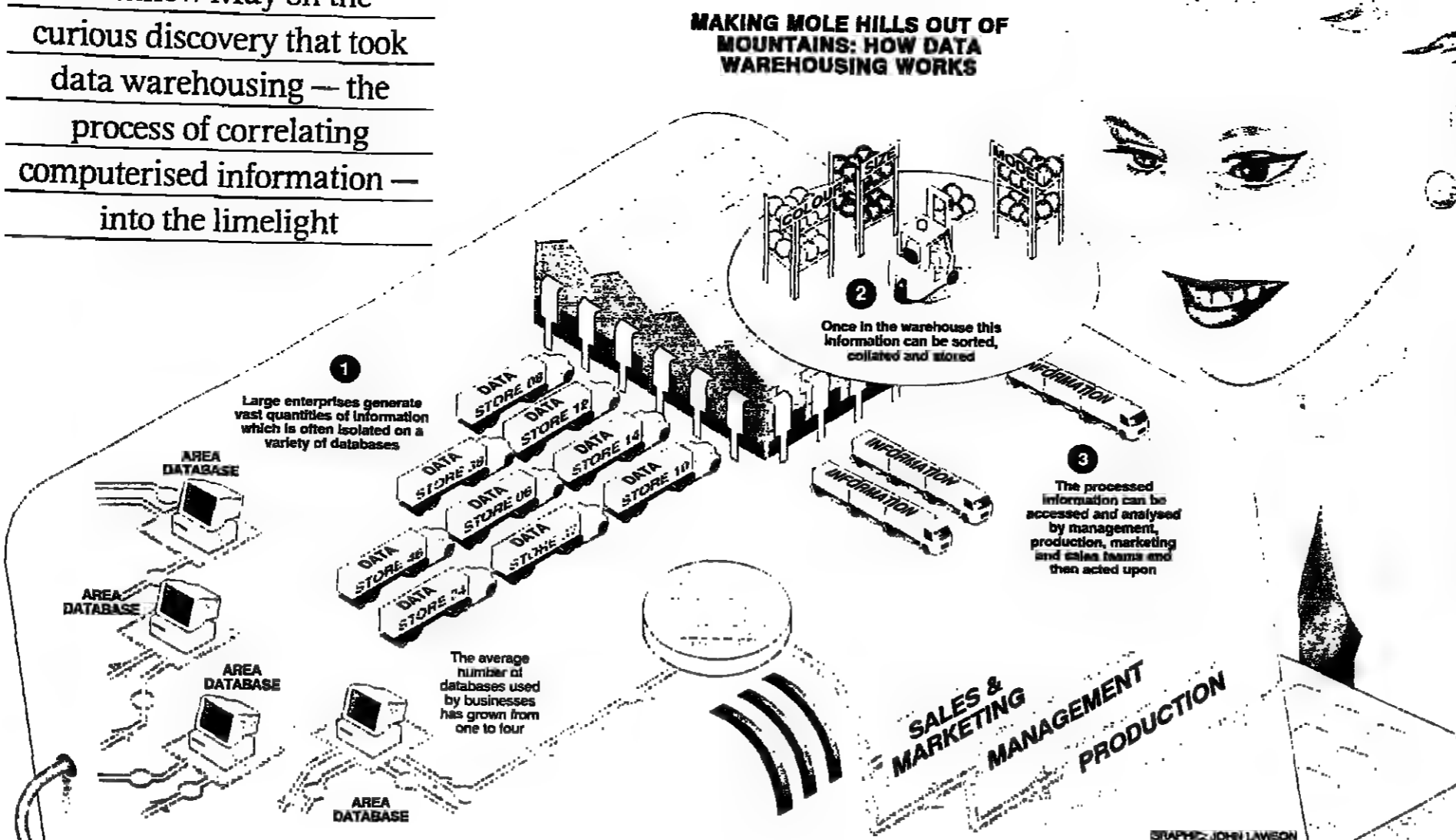
The assumption was that men with small children stopped off to buy nappies and picked up some beer at the same time. Put the two next to each other on the aisle and others may get the same idea that while buying one you may as well buy the other.

It worked. Now Wal-Mart is expanding and refining a system that can already look at customer buying trends and sales figures every day in each of its almost 3,000 stores, which last year handled more than a million complex queries. The company is spending several million more dollars to double the capacity of its data warehouse so that it will be able to store the equivalent of nearly two billion pages of text.

Data warehousing started in America, but British companies have been quick to

The beer and nappy revolution

Matthew May on the curious discovery that took data warehousing — the process of correlating computerised information — into the limelight



follow. Banks such as Lloyds and Barclays want to identify their customers more precisely; for example, to spot those rich enough to warrant being offered personal advisers.

Retail chains such as Tesco find data warehouses useful to keep up with what is selling by analysing cash register data. And when linked to informa-

tion from frequent-shopper or loyalty cards, data warehouses end up with the names and addresses of customers and a list of exactly what each of them buy, where they buy it and when they bought it.

International hotel chains can log in a data warehouse the preferences of every guest and have those extra three

pillows a client always wants in their room wherever they stay in the world.

British Airways and other airlines can use data warehouse information to help to work out what range of fares should be offered on particular routes and retailers WH Smith have found that a data warehouse lets them respond to changes in what people are buying much more quickly.

The concept of data warehouses has been a gift to the manufacturers of computers able to store the immense amounts of information they require to work, though the real progress in the field has come from the increasingly sophisticated decision support tools available that can help to analyse the data.

Software developer Cognos, for example, produces two of the leading software tools for accessing corporate data. Im-

promptu handles database reporting with the claim that it can make creating sophisticated reports as simple as using a page layout program, while PowerPlay allows users to analyse the performance of the factors that drive a business. Customers in the UK include SmithKline Beecham and Perkins Technology.

Peter Beard, managing director of Cognos UK, says: "Research shows the two year return on investment from data warehousing projects is 401 per cent. Our role is to suggest ways in which companies can emulate this."

The selling strength of data warehousing and the tools it uses is that the results it produces can be used to mine nuggets of information that would otherwise remain buried under mountains of corporate data.

A typical data warehouse

for the retail market will capture point-of-sale information about every transaction from every retail outlet and move it over a network to a storage centre where the information can be amalgamated and made available to employees using decision support tools that can question the information.

This can range from analysing sales by item and store to looking at customer buying trends. But many companies are still wary about the idea of data warehousing, not least because of the cost.

Tim Barber, a partner in Genesys, a business and technology consultancy in Windsor, Berkshire, says: "Many

organisations think that data warehousing is just another phrase being used to con them into buying a faster or better computer system and do not really understand the benefits they could get out of it.

"Data warehouses are not just another way of storing data and are not a replacement for operational systems. They can be an expensive investment and the sort of benefits, such as improving customer responsiveness and identifying trends or geographical changes, can be more difficult to cost justify than other areas of information technology."

One way for some companies to justify the cost is where a data warehouse can provide identifiable savings in areas such as improved stock management. The ability to ask questions that can help a company to run a business better and smarter then becomes an additional benefit.

Deciding to introduce a data warehouse to a company is not for the faint-hearted. For a start, data warehousing is continually being redefined partly to fit what developers are producing and partly because of the general improvements in computing power and software that emerge every year in the computer business.

Mr Barber says: "The technical side is very complex and the business end must be properly considered. It must be a shared project sponsored high up in an organisation and senior executives need to understand clearly exactly what the objectives are."

"Every organisation is looking to become more in tune with its customer base but competitive threat is where the real benefits of data warehousing can come in, by helping a company beat the competition."

"The supermarket type environment, for example, is extremely cut-throat. All the chains are trying to build as much of a stable customer base as possible. They will have to be more intelligent about achieving that."

ONE of the problems about implementing a data warehouse strategy is how costly an exercise it can become and how difficult it is to justify in advance, both in terms of software and hardware.

Frequently the most useful information an organisation is going to obtain from the system is information it does not realise it has.

For some organisations,

DATA MART

such investment in a warehouse is simply unavoidable, but increasingly the idea of the scaled-down data mart is attracting attention. A data mart does not do everything that a full-blown data warehouse can do, but it can be implemented in a matter of months and at a fraction of the cost. For

example, NCR offers its Scalable Data Warehouse which promises a working data mart within 90 days.

Instead of housing all of a company's data, it handles a smaller, cleaned-up summary data set. Typically this will relate to one product or topic which will be accessed by a small group of users rather than the enterprise-wide group that usually has access to a data warehouse.

WITH the successful implementation of data warehousing techniques, there are in theory few remaining technological barriers on the amount of data that a company can store and access on demand.

But data warehousing simply facilitates access to information that you already know is there.

There is now an effective subset of data warehousing

DATA MINING

— data mining — which enables non-technical users to drill down into data stores and extract hitherto unsuspected information from existing data, typically in the form of trend or pattern analysis. This then assists a business in its decision making and long-term planning. There is nothing new in

the basic concept data mining is statistical analysis by another name, using advances in database and tools technology together with statistical techniques and probability theories.

It enables end users to sift through vast amounts of data to isolate relationships between bits of information and to answer questions too sophisticated for traditional query tools.

How to make it work

Bill Maxfield dispels illusions surrounding old management systems and this new one

Effective data management has never been more important. In the information society, companies which can best manipulate and exploit the data at their command are most likely to gain and sustain a competitive edge over their rivals.

The 1980s saw the phenomenal expansion of the Unix relational database market and the emergence of new forces in the software industry, in the shape of companies such as Oracle, Sybase and Informix. Early relational databases allowed for easy storage of text data in rows and columns, simplifying cross-matching of information.

Subsequent releases of relational products have added increased levels of functionality and sophistication, such as the ability to store sound and images as well. The expanding of companies like Oracle also gave rise to what has proved to be a spurious notion — that of the strategic database.

It was thought that customers who selected a strategic database management system would then only use systems such as the Oracle relational database, which simplified their data management. The reality, however, was that the company simply intended to develop its future systems on Oracle. This did not address the issue of what to do with the systems already in place and on which companies were quite happily running core business applications using older, now outdated database technology.

Before relational technol-

ogy, there were hierarchical or flat-file databases. These ran on mainframes rather than the smaller, mid-range Unix systems that are the natural home to products from relational suppliers like Sybase and Informix. Inevitably, these hierarchical suppliers either evolved into relational players — such as IBM and Computer Associates — or died, the most famous example being Cullinet.

But the knock-on effect of this technological change was that user organisations often ended up with a mixed database environment. While precise figures are unavailable, suppliers and analysts say that the "typical" corporation will be running at least two types of database management systems.

For the user organisation this presents serious issues. New systems development will inevitably wish to exploit the most powerful of the latest in database technology, but what happens if this is incompatible with the older technology that is underpinning core business systems?

There are two immediate options. You can embark on a costly, probably complex, migration of the data from the old systems to the up-to-date ones. Or you can exploit

developments in tools to access different types of databases and construct a technology architecture that will allow the end user to access, query and view data held in fundamentally incompatible locations and formats. This latter option is the theory which is driving the current data warehousing trend.

Inevitably in an industry as dominated by buzzwords as information technology, the term data warehousing has been widely abused by suppliers. This is nothing new. Over the years every advance has been presented by suppliers as the silver bullet that will solve the problems of the end-user. Data warehousing is the latest.

Many of the so-called data warehousing products on offer have had the term retrofitted onto them in the name of commercial expediency. There is not a single database company that can afford not to position its product range as ideally suited for data warehousing. The same is true of hardware platform providers, particularly those in the mid-range Unix sector.

Luke Spikes, managing director of Spikes Cavell, the market research firm, says: "Everyone has climbed on the bandwagon. All the database

suppliers became interested, and then the hardware people followed. If you've got lots of data, then you need a meaty software engine and lots of hardware." The inevitable result of this is that differing definitions of what constitutes a data warehouse are on offer. Potential customers should be wary of any company claiming to offer the complete data warehousing solution.

As a rule of thumb, a data warehouse will consist of a combination of software, hardware and connectivity products brought together to provide end users with a unified view of multiple data types drawn from disparate, often incompatible sources.

Anyone embarking on a warehousing project has to be ready to put together a mix n' match solution, integrating products from multiple suppliers. There are very few one-stop shops in this sector. The Butler Group, a market-analyst firm, cites only IBM and the software suppliers, SAS Institute, as being capable of providing a complete data warehouse offering.

Suppliers have recognised the need to partner other companies and many now offer ready-made combinations of products, with a database company teaming up with a hardware provider and some tools companies.

Mr Spikes says: "If you are thinking of buying from one supplier, then you go to IBM or SAS. But most people go for partnerships. It's safe to assume that the products will not be fully integrated and you will end up with consultancy fees."

Be wary of simple solutions



Luke Spikes, of market research firm Spikes Cavell, and the SAS Institute offices in Marlow, Buckinghamshire

Reuters project has \$100m lift-off

Matthew May on a task so complex it was likened to putting a man on the Moon

When Jeremy Penn became leader of the Reuters project, he took charge of a data warehouse project that has taken more than two years to complete and has cost more than \$100 million to develop.

The enormity of the task gave the project its name. Creating a data warehouse of financial information containing up to ten years' history of prices on almost every financial instrument, including equities and options, as well as company information, money rates and third-party data, was, said Reuters, a task of such huge objectives that for the company it has been the equivalent of putting a man on the Moon (hence the project title tribute to Neil Armstrong). Whether it has been worthwhile will start to be revealed at the end of next month when the system moves out of a test phase and goes on sale to Reuters customers around the world.

Located in the company's European data centre in London's Docklands, the data warehouse has been designed to integrate real-time prices and news with historical data and analysis on a single computer screen. Major data warehousing projects do not come cheap, but Reuters is convinced that those corporate treasurers — fund managers, investment analysts and sales desks in the financial institutions at which the new service is directed — will be willing to pay a premium to access the wealth of information.

Mr Penn says: "The central idea is to find stocks to invest in that you would not have been able to find in any other way, and it will help users to generate reasons why their customers should be buying or selling particular stocks."



Jeremy Penn: "The idea is to find stocks to invest in that you would not have been able to find in any other way by setting criteria"

"There are two main ways of using it. First, you can get access to large quantities of data, including documents such as annual reports that go back over five to ten years, as well as up to ten years of price history for 28,000 listed companies."

"Secondly, you can set a range of criteria and ask detailed questions. You could ask for a table of a certain group of companies by market capitalisation, then put it directly into a spreadsheet. Or you might want to look at UK retailers ranked by profit margin or the retail sector across Europe."

There will also be a large database of articles available drawn mainly from financial publications. The Reuters project is just one

example of a firm belief by data warehousing proponents that the principles behind it will make data warehousing as important a tool for the financial market as it is to the retail one.

Financial institutions are looking at data warehouses themselves for internal use to answer questions from the simple "Who are my most profitable customers?" type to sophisticated and comprehensive risk-management systems, where they are used to provide access to information throughout a company that is then examined by risk-management software. It is an area that has been receiving particular attention since the collapse of Barings last February.

As Mr Penn points out, there can be big differences when it comes to designing a system for financial organisations compared with those from retailing.

"The financial markets are," he says, "perhaps less concerned with collecting the huge amounts of data every day, compared with the supermarket chains, which log every transaction that goes through a cash till."

"But in our world every single bit of information we put in a data warehouse must be completely accurate. If you are, say, putting up the terms and conditions of a bond, and you omit one or two of them, the information immediately becomes worthless."

"Everything we do has had to be on the assumption that we must be able to support a large number of users — we have about 300,000 terminals on our present service."

"The worst problems have been ensuring the compatibility of information that comes from dozens of different sources. When you change or add one piece of information, it can have an important effect on many other bits of information, so you have to make sure they are updated at the same time."

"The Reuters data warehouse is based on two so-called 'massively parallel processors'. The theory behind such systems is that complex queries are dealt with by breaking them down to many smaller simpler

questions that are worked on in parallel. This should produce the information required far more quickly than conventional systems, even when searching huge databases."

Rob Armstrong, a senior consultant with NCR, the company that provided the Reuters system, says it is important to see a data warehouse not as a thing but as a process. He emphasises that companies need to create an environment and process that allows the collection and management of data to be manipulated and transformed easily into timely information.

He says: "Most companies will spend an exorbitant amount of time building a front-end graphical user interface tool. What is interesting about this is that the front end tool can be easily changed and upgraded as business needs evolve, but the database is a core piece of the architecture that must have inherent flexibility. It is not uncommon for a central data store to grow ten to 100 times in under five years from the initial project."

NCR recently announced its latest data warehouse, able to store 11 terabytes of data — the equivalent of 2.75 billion pages of text or enough information to fill 220,000 four-drawer filing cabinets. Mr Armstrong stresses that data warehouses are "not" a cost-cutting operation. "The benefit," he adds, "easily outweighs any additional operational cost." Reuters, for one, is convinced he is right.

Why the Continent lags behind

Attitudes are holding back progress

The growth potential of data warehousing on the Continent, like many other emerging technologies with a dramatic impact on established business practices, has been somewhat retarded by an entrenched cultural, political and social heritage.

Companies with large client bases are gradually embarking on the implementation of national or pan-European corporate data warehouses. But they are proceeding more cautiously than their American or British counterparts.

The reason for the lag is not technical — data warehousing technology and expertise is certainly available on a global scale. Rather it is because of the plethora of cultural, political and social differences that continue to differentiate continental Europe from the United States and the UK.

Andersen Consulting, one of the world's biggest management technology consulting organisations, is a strong proponent of information data facilities (IDFs). Andersen managers agree that European barriers — ranging from social, financial and political traditions to concerns about security and privacy — have checked the growth of IDFs.

American Express and other multinational companies employ their US-developed data warehousing technology worldwide. Andersen Consulting itself uses a number of different IDFs. One of its data warehouses monitors financial administration with its global clients and another — which is being implemented in collaboration with Digital Equipment Corporation and Informix — is geared to the more complex area of knowledge management.

Companies that do implement data warehousing in Europe are, of course, experiencing trends similar to those

THANKS TO INFORMATION DATA FACILITIES WE NOW GROW GARLIC-SCENTED TULIPS...



America takes a big byte of the industry

Bill Norris on the boost that US venture capitalists and frenetic business activity have provided

Faster than a speeding byte, propelled by mergers and fuelled by generous quantities of venture capital investment, the data warehouse industry in the United States is gathering pace and accumulating clients at an impressive clip.

Recognising the need to bring some sense of order and usability to the mountains of data spawned by the computer age in a wide variety of incompatible formats, companies from California to Virginia are offering software solutions to sort out the mess.

In keeping with the American passion for jargon, they are speaking in a language incomprehensible to most mortals: a language spattered with acronyms, trade names, and common words whose meaning has been twisted beyond all reason.

As Rob Armstrong, a senior consultant with the NCR Corporation, commented, "As more companies have entered the arena, the term 'data warehousing' has been continually redefined by each to fit its particular offering. In this way it has become increasingly difficult for two people to have a conversation on building a warehouse since there is usually little or no frame of reference to the discussion."

Take the case of TechGnosis International Inc, a Massachusetts company which has just attracted a \$4 million injection from the venture capital company Furman Selz. TechGnosis produces "middleware" software known as SequeLink, which is claimed to connect Windows, Macintosh, OS/2, UNIX, VMS, NT and AS/400 clients to more than 25 databases, including DB/2, SQLDS, Oracle, Sybase, Ingres, Informix, Interbase, ASABAS and SQL Server on leading PC workstation,

minicomputer and mainframe server operating systems.

In the past nine years, TechGnosis has licensed the system to almost 4,000 customers worldwide, connecting 160,000 clients to more than 8,000 servers. Furman Selz, chairman Brian Friedman, when parting with his cash, said: "We see a growing demand for quality heterogeneous connectivity solutions within the Fortune 500 companies."

Unsurprisingly, in an industry devoted to technology at its outer limits, mergers and co-operative agreements abound as companies scour their competitors for the

Packard and Prudential Securities. That move followed the buyout of the SQL Software Corporation, BrownStone Solutions, Viatech Development, and Autosystems, all of which had been developing relevant software.

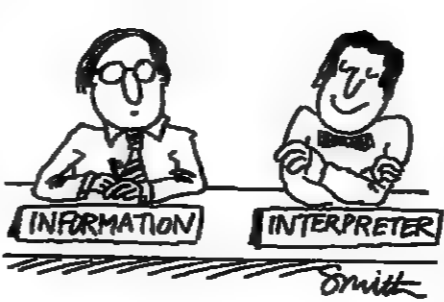
In November, Platinum took a further step by acquiring ProSoft of Houston, Texas, for \$40 million, with its main product Paradigm Plus, and in January it spent another \$36 million buying shares for the purchase of Prodea Software of Minnesota. Prodea had been producing ProdeaBeacon, an online analytical processor that allows users to take a multidimensional view of the information stored in data bases. With such investments, Platinum is going to be a serious contender for market leadership.

Software AG, which has been around since 1969 and claims annual revenues of \$533 million from customers in 80 countries, is there already. It is the tenth-biggest independent software firm in the world, and established an award-winning Open Data Warehouse Programme in 1994.

Software has been taking a different route to expansion, striking co-operative agreements with rival companies without buying them out. It is much too soon, however, to say which company will come out on top of the heap in the struggle for American data warehousing supremacy.

The fast pace of development will inevitably lead to some failures through obsolescence, and the race will go to those who keep their products on the cutting edge and, perhaps, find ways of telling their customers what they are talking about. Meanwhile, there is no shortage of venture capitalists eager to place their

DATA WAREHOUSING EXPLAINED



complementary ideas that will push them to the front. Typical among such arrangements are those reached by Platinum Technology, of Illinois, and Software AG, which has dual headquarters in Reston, Virginia, and Darmstadt, Germany.

Platinum, founded in 1987, seems to be working its way into the data warehousing market via the acquisition route. Last year it bought out Answer Systems of San Jose, California, for \$38 million, acquiring the company's Apriori problem resolution technology and a list of customers that included AT&T, Barclays Bank, Renault, Harvard University, Hewlett-

in the US. More external information is being integrated in the warehouse and information in the warehouse is increasingly shared with a company's partners.

Steve Bowen, the manager of enterprise information architecture at Andersen Consulting, says: "European banks and retailers are the most proactive companies in this area, followed by financial services, telecommunications companies and insurance businesses."

"Once there is a realisation that IDFs actually help businesses to create profitable strategies, growth in Europe will be faster than in America. But there are still technical and political barriers to moving ahead."

While there are some European success stories, such as the Dutch bank that altered its transaction strategy when it analysed available data with the power of an IDF, Europe's traditional culture gets blamed for the delays.

Pierre Laffitte, a French senator who is a member of numerous French government bodies dealing with information technologies, says: "The culture within the European industry and financial community is itself a barrier to taking the risks, financial and otherwise, associated with major systems changes like data warehousing."

Ultimately, the attitude towards business will have to change to create the type of corporate climate required for the fruit of advanced information technologies like data warehousing.

Martin Illsley, an emerging technology specialist with Andersen Consulting, believes that IDFs are the key to getting corporations closer to their customers. And as such, he says, the creation of an IDF is likely soon to be on the agenda of almost every efficiently run company in Europe.

JOEL STRATTE-McCLURE

BUILDERS

To start delivering from your Data Warehouse in just 90 days
CALL THE BUILDERS!



Information is key to business success. Can you deliver business benefit from a data warehouse in just 3 months?

Using our proven incremental methodology, Information Builders will work with you to deliver the benefits of a data warehouse. We will provide information to a key area of your business to enable faster and more effective decision making, resulting in immediate business benefit.

Our broad range of data acquisition and manipulation capabilities, together with our widely established reporting applications, will transform your millions of characters of data into a repository of information that could dramatically improve your business performance.

The Data Warehouse Solution offering includes commitment to the achievement of jointly agreed completion criteria that guarantee successful exploitation of 'information power'.

Data Warehousing is the theme of our FUSE UK '96 user meeting. For information and enrolment call: 0181 982 4715 or Email fuse_uk@ibi.com

Information Builders

Wembley Place, Harrow Road, Wembley, Middlesex HA9 6DE
Tel 0181 982 4700, Fax 0181 982 2191
Email: idwarehouse@ibi.com, http://www.ibi.com

To discuss how we can help meet your needs call us on 0181 982 4700

هكذا من الأصل

WOOLWORTHS

During Euro 96, the company will need to know stock levels within its stores of products associated with the championships, such as footballs. Will Gee, information delivery manager, said: "Imagine it's the quarter-finals. At half-time England leads two-nil and we can look for stores that are short of footballs. But if England is losing, then we must ask 'Have we got too many footballs?' A data warehouse gives us the ability to respond quickly to this sort of scenario. If we waited two days, then there could be no footballs left in wholesalers for Woolworths' stores to sell."

CHURCHILL INSURANCE

The operation uses two Cray C56400s as the main Unix hardware, running Oracle's database of the same name. Its secondary hardware is three Pyramid systems, and these run Oracle's application software. This must handle all the information entered from over 1,000 PCs during trading hours.

ing hours.



been trained, with the 35 national account managers going through a two-year programme that has transformed the way they use computers.

The warehouse has broken down barriers between departments, so that finance and sales staff look at the same data and understand each other's problems.

Cider is a highly competitive market, subject to changes in

BP INTERNATIONAL

Within BP International, the data warehouse is

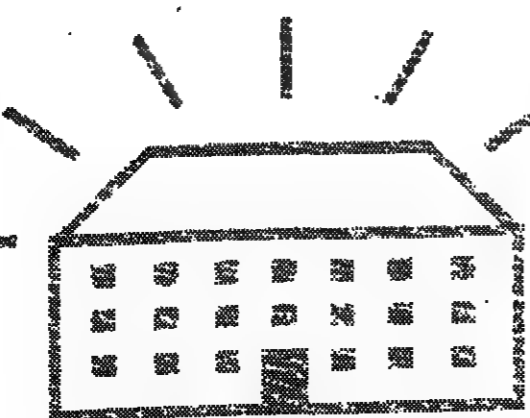
MURRAY LAWRENCE

The data warehouse sits on IBM's RS/6000 hardware, running a Sybase database. The immediate benefits for the company have been to standardise data from about 15 disparate sources, compare it and then streamline its reporting. Wendy Lidgate, head of IT at Murray Lawrence, said: "All our syndicates had different computer systems and we needed to review their performances on the same basis, so we wanted a common repository for all the information."

DD YOU HAVE

Insight.

The Oracle Warehouse solution
allows you any access to any information
from any source.



Oracle Warehouse

For more information on how
ORACLE products and
consulting services can
help you build a successful
data warehouse, call
0990-332200

ORACLE®
Enabling the Information Age™

Visit us on the World Wide Web: <http://www.oracle.com>
 Corporation UK Limited. All rights reserved. Oracle is a registered trademark of Oracle Corporation.

The Perfect PC for Home



A circular seal with a serrated edge. Inside the seal, the text "SERVICE & RELIABILITY" is written along the top arc, and "OVERALL SATISFACTION" along the bottom arc. In the center of the seal is the "PC MAGAZINE" logo, which consists of the letters "PC" in a large, bold, sans-serif font, with the word "MAGAZINE" in a smaller font below it.

Windows® 95



IBM technology, system prices and specifications are subject to change without notice. All sales are subject to IBM technology plc terms and conditions. A copy of such terms can be obtained on request. All trademarks acknowledged. Intel, Pentium and OverDrive are trademarks of Intel Corporation in the USA and other countries.

London: 0181 830 1100 Leeds: 0113 259 1200

Opening Hours/London Showroom: Mon-Fri 10am-6pm

Please send me full details on the dan Personal Computer Systems ADDRESS: DAYTIME TEL NO:
NAME: COMPANY: FAX NO:

Overall Satisfaction
for Service & Reliability
1993, '94 & '95
(PC Magazine Survey)
Winner
data technology plc

dantum
Home Plus PC

100MHz Pentium Processor
16MB EDC
256KB PIPELINE Bus Cache
1.2GB EIDE Hard Disk
2MB DRAM 64-bit ddr Cache
15" Super VGA LR Monitor
6XSPED CD-ROM
AWE32 3D
80WMPD, H.P. Power Speakers
port 14.4 ERS. Fax Modem
Video CD Burn Software Player

Software Programs included:
MS Encarta '96 US Encyclopedia
MS Works, Lotus Organizer, Music
Instruments, Quicken 3.0 Home Finance
500 Millions, Dangerous Creatures,
Dinosaurs, Dogs, World of Flight
3.6 Famous Games: H-Orrific
BioForge, Magic Carpet Theme Park
Multimedia Golf & Fit, int Super G

£1673 inc VAT
& Delivery

£ 54.64
per month
APR 19.9%

*Subject to status & proof of identity.
Deposit of £167.30 followed by 36
monthly direct debit payments of
£54.64 (1.95% APR). Total amount
paid over 36 months will be £2138.34.
Written quotations are available on
request. Don technology plus loans
to be used or left broken.

dan
technology plc

FOOTBALL

Blackburn emerge as favourites in race to sign Donis

By OUR SPORTS STAFF

GEORGE DONIS, the Greece international, will join the foreign invasion of these shores this week. However, it looks as though Donis will be staying longer than most of the competitors in the European championship.

The powerful winger, who has been compared to Andrei Kanchelskis, has had offers from Manchester United, Blackburn Rovers and Arsenal. He is quoted in the Greek press this week as saying he will choose Blackburn.

Donis, who plays for Panathinaikos, caught the eye during the club's run to the semi-finals of the European Cup. Alex Ferguson, the Manchester United manager, was the first to spot his potential and an offer followed soon afterwards.

The subsequent interest from other clubs was generated when it emerged that the 27-year-old would be allowed to move on a free transfer this summer. Blackburn seem to have won the race ahead of the two English clubs and Fiorentina, of Italy, by outbidding their rivals.

The player has confirmed that he will fly to England at the end of the week to discuss his future and it now seems likely that he will pledge his allegiance to Rovers.

Peter Reid, the Sunderland manager, has also secured his immediate financial future. He has been offered a much-improved contract, worth in the region of £300,000, and he confirmed yesterday he will accept the offer.

Reid transformed the North East club from relegation strugglers to FA Cup Premiership newcomers in the space of one season. The

former Manchester City manager has been told he has to £10 million to spend on sustaining Sunderland's newly-acquired status.

A week ago, Germany were being acclaimed as the best-prepared team in the European championship. A week on and the preparations are looking less impressive. Off the field, the sniping between Lothar Matthäus, the former captain, and Jürgen Klinsmann, the forward, which undermined Bayern Munich's season, has turned into a



Klinsmann: sniping

fierce exchange of fire. Matthäus accused Klinsmann, whom he blames for his omission from the squad, of being the "most powerful player in German football since Beckenbauer".

However, even in their great years, German teams have been noted for mutual animosities. More worrying have been last week's games, Germany being roundly booed at Stuttgart at the weekend after losing to France. They spent the week in Northern Ireland fine-tuning

their new "pressing" game. The evidence of their 1-1 draw in Belfast and the defeat by France is that practising shooting and penalty kicks might be in order when they arrive at Macclesfield on Thursday.

Nottingham, which stages three group D fixtures in Euro 96, is bracing itself for a multicultural influx. With Croatia, Turkey and Portugal due to play at the City Ground, home of Nottingham Forest, the local council has already activated plans to assist and entertain hordes of visiting supporters.

Coping with the Croats should not pose too much of a problem. Only 2,000 are expected, mostly from Scandinavia and Germany. The Portuguese should blend in relatively unobtrusively, too, with about 6,000 taking up temporary residence.

However, the Turks are coming in droves. Many will desert their 250,000-strong community in London for the duration of the group, which concludes on June 19, with 11,000 Turkish ticket-holders having been counted for each of the games against Croatia on June 11 and Portugal three days later.

"We're planning a bit in the dark," Chris Bowron, communications officer for Nottingham city council, said yesterday. "We're basically gearing ourselves up for anything and everything but we're probably looking in the region of around 25,000 Turkish visitors."

The Football Supporters' Association has also organised "Fanswelcome" — a group that will advise supporters from all countries, from arrival to departure.



Moore, left, was the centre of unwanted attention in 1970, while Gascoigne's mid-air birthday party spawned the most recent headlines

Nothing succeeds like sporting excess

The oddest thing about the entire business of Gazza's Mile-High Birthday Party has been the reaction of surprise. On every page of every newspaper this week, there has been someone expressing shock and dismay at the fact that a bunch of footballers — England footballers — have gone over the top just before the start of a tournament.

Some put it down, my dear, to social class, some to a moral vacuum in modern society, some to a peculiarly English malaise. No one has noticed what Basil Fawlty would call "the bleeding obvious" — the fact that the business is all about sport and, especially, about the prelude to a big event.

The most exotic pre-tournament event was, of course, the rumour of Bobby Moore and the Bogota Jeweller before the World Cup of 1970. Moore, the England captain, was accused of stealing a gold bracelet. His alleged accomplice, according to the totally impartial BBC, was Bobby Charlton "of all people".

No one has ever known the truth of the affair, though the most popular theory, at least in this country, is that Moore was set up by the Bogota police — but, really, athletes hardly need the help of outsiders when, with the excitement of an important sporting occasion coursing through their veins, they are set loose upon the world.

The Scotland football team

is always capable of outplaying England when it comes to wholesome amusement, particularly at a large tournament. It is believed that some players are still nursing hangovers from the famous pre-World Cup partying of 1978. The Mexico team — of all people, you might say — complained that they were kept awake every night by the sound of Scottish singing.

Anticipation is perhaps the most heady drug in sport, but alcohol runs it a very close second. When the two are running in tandem, Lord knows where it will all end. This is not a problem restricted to the British, to the footballers, or to any social class.

Remember Rodney Marsh, the Australia wicket-keeper, staggering off the planet? He had set out to beat — and had succeeded — the cricket team's record for cans of beer consumed between Sydney and London. The number 45 springs to mind, but I may be doing Rod an injustice. It may have been more.

If anticipation does not make the newspapers, then afterglow will. Remember the night after the England v Scotland rugby match, when the players used the Calcutta Cup as a ball? The Cup was damaged by the player who kicked for touch.

Moral: when sport is concerned, people go over the top and do so fast. Alcohol helps, but it is by no means compul-

SIMON BARNES



Midweek View

sory. Any excuse and people involved in sport go spiralling over the top towards ever-higher plateaux and peaks of excess. If it is not the players, it is the administrators: rugby and the "Old Farts Affair" was a kind of blarney version of Gazza's birthday party.

Sport is all about excess. Spectators, as well as players and administrators, let go the normal restraints of civilised life when an important sporting occasion comes their way. At the Test match tomorrow, look out for groups of young men dressed as vicars, or in drag, or in Viking helmets. All will, of course, be drunk and, at least to each other, hilarious.

At the European championship, football supporters will carouse before and after the games. Gazza's birthday will be re-enacted a thousand times before every match. After all, the entire notion of

the English Saturday, with the 3 o'clock kick-off, is based on the concept of tanking up before the match. Football provides a fortnightly Saturday of excess, a ritual pilgrimage to the land that lies over the top. Excess of emotion, laddish solidarity and booze.

At the Middlesex Sevens rugby tournament at Twickenham, you do not need to tank up. This is a ritual gathering of the clans and you can drink steadily throughout the day. You can do that with many warm-weather events: the English summer of sport is also the English summer of booze.

I have, on many occasions, been virtually the only sober person in the ground, and a very disturbing feeling it is, too.

Mind you, that is because I have a living to earn at these events. I have gone over the top a thousand times at a thousand different sporting events, as player and spectator. The stupidest thing I ever did was to ride a showjumping round drunk. (The horse was all right and so was I, thank God, but the fences will never be the same.)

It is all a bit childish, I'm afraid, but then what is sport if not childish? To go back to the England football team, if we play vast sums of money to men so that they can entertain us by playing a boy's game, it is illogical to expect them not to behave like boys.

Ask the England football team to do ten press-ups each.

Most will do nine, some will try to do seven. The "boys together" context of football, with *in loco parentis* managers and coaches, makes for such things. To turn the team loose on the top deck of the jumbo without a teacher to keep an eye on things was an act of folly.

Naturally, the players felt rebellious, exploited and full of, yes, laddish solidarity. Though their behaviour is not to be excused, it can easily be explained and as easily prevented.

Boys and alcohol is an equation that leads, inevitably, to trouble, as every military policeman can tell you.

If you add sport — a boy's game — to the mixture, any sense of real-world responsibility goes out of the window and the chances of there being trouble instantly double.

We can intellectualise our liking of sport as much as we like, but, ultimately, it all comes down to the "wow" and "gosh" of boyhood. Sport is a delight, but at its very heart is excess: childishness, the childish part of ourselves. That is why sport is uniquely pleasurable.

Let us who read the sports pages be careful as we condemn the England footballers, because as we condemn the team we condemn ourselves. Purrier? Certainly. But we are all purrier, or we would not be here.

'Boys plus alcohol, a dangerous equation'

Minnows reign in Spain

A SMALL Spanish town awoke on Monday with a fierce new pride, and a fabled hangover, after its football team of modest part-timers won promotion to the country's first division.

Extremadura Football Club, which represents the town of Almendralejo — whose population of 25,000 is smaller than that of several Madrid suburbs — ascended to the highest rung of Spain's football league late on Sunday. In English terms, it is as if Market Drayton, Malmesbury or Bude were now in the FA Cup Premiership.

The Spanish league, where transfer fees can run up to several million pounds, contains some of the richest clubs

Tunku Varadarajan on a football club's fairy-tale progress

in world football, but Extremadura has an annual kitty of barely £700,000. With a mere 1,500 members and a stadium that seats only 5,000, it is an exotic and impoverished dwarf when compared with giants Barcelona, Real Madrid and Sevilla, just three of the teams on the fixture list next season.

Founded in 1923, the club has experienced a meteoric rise through the divisions in recent years. Sunday's promotion game against Albacete,

won by a goal in the last minute by Irujo, was the climax of years of toil for Extremadura's Basque coach, Josu Ortuondo.

Although the club's success has astounded football fans around the country, it should not surprise historians. The province of Extremadura, renowned for its hardy folk, was the home of the conquistador, Francisco Pizarro, who, with only 183 soldiers from the region, subdued the vast Inca empire. Next season, Extremadura face similar odds.

□ The Portugal international goalkeeper, Vitor Baia, 26, looks set to leave FC Porto to join his former coach Bobby Robson at Barcelona in £3.8 million transfer.

POLO

Buffalos inspired by Merlos

THE challenge for the high-goal Queen's Cup, which is being contested in four leagues from 12 entries, continued at Stedham, Sussex, yesterday with the league two match between Lucas White's Revs and Buffalos (John Watson writes). It was the Buffalos, put together by the French player, Jean-François Decaux, who won 14-13 in a match of swinging fortunes that went to extra time.

With Sebastian Merlos, the Buffalos' ten-handicap player, riding an exceptionally fast pony and outstripping all opposition, the first chukka ended with his team leading 4-1.

However, Merlos suffered a nasty arm injury in the second and the Buffalos were guilty of a series of infringements. The highly-accurate Martin Vidou took Revs's penalty shots and, by half-time, the scoreboard read 5-5.

By now, Merlos had recovered, but the second half of this encounter went mostly Revs's way. The Buffalos caught up with six goals in the last chukka, forcing the game into extra time at 13-13. The winning goal in the seventh chukka was scored by Merlos.

BUFFALOS: 1, J F Decaux (11, 2, R Williams (5), 5 Merlos (10), back 1, Gonzalez (5).
REVS: 1, D Taylor (4), 2, M Vidou (7), 3, J Zepheros (8), back: The Hon L White (5)

ATHLETICS: OLYMPIC CHAMPION LINES UP AGAINST IN-FORM RIVALS IN SPEED TRIAL AT ROME GRAND PRIX

Christie clearly marked as favourite for Atlanta gold

By DAVID POWELL, ATHLETICS CORRESPONDENT

BY THE end of this week, Linford Christie may find that people have stopped talking about whether he is going to compete in the Olympic Games and started a new topic of conversation. Can anybody stop him from retaining his Olympic 100 metres title?

After three victories against modest opposition this season, Christie faces his first serious challenge this evening. In the Golden Gala grand prix in Rome, he is up against Dennis

Mitchell and Jon Drummond, who recorded 9.93sec and 9.98sec respectively in the Atlanta grand prix two weeks ago, when wind-assistance was only fractionally over the legal limit. On Friday, in Nuremberg, Christie will run for the first time this season against Donovan Bailey, who supplanted him as world champion last year.

In Rome yesterday, Colin Jackson seemed to confirm what most observers have been saying for weeks: that Christie has his mind set on Atlanta. Christie has refused to say one way or the other, going only as far as

diluting his "definitely not going" comment of a year ago to: "If I feel like it, I will change my mind."

In the off-season, Christie trained with Jackson, Frankie Fredericks and Merlene Ottey. Jackson was asked why they had trained together and his reply was more straightforward than any that Christie has given. "We all want gold," he said. "We all have similar goals in mind. We are working together to that end."

Whose idea was it? "Linford was the man," Jackson said.

Christie also runs in the 200 metres tonight, with Fredericks among the

opposition. Fredericks ran 9.95sec for 100 metres in Saint-Denis on Monday and, with words that appeared to support Jackson's, said: "Linford Christie is the favourite for Atlanta."

Christie races Allen Johnson, his successor as 100 metres hurdles world champion, for the first time this season after successive defeats, first by Tony Jarrett, in Bratislava, then by Florian Schwarhoff, from Germany, in the European Cup. Malcolm Arnold, Jackson's coach, is concerned that, with the Olympic Games only seven weeks away, he is struggling for form.

"We are going to have to work pretty damn hard to put him straight," Arnold said. "He has run badly in two races. He is lacking fluency and basic speed. He looks lumpy and out of synch and it is a bit worrying." Olympic gold is the one honour that has eluded Jackson.

Diane Modahl achieved the Olympic 800 metres qualifying time in Saint-Denis in only her third international race since winning her fight for reinstatement after a drugs charge. Modahl can now concentrate on finishing in the top two at the Olympic trials next week.

ROWING

Haining banks on Atlanta

FROM MIKE ROSEWELL, ROWING CORRESPONDENT, IN LUCERNE

MILES FORBES-THOMAS, 39, a mild-mannered bank official from Chichester, is quietly leading Peter Haining, the triple world lightweight sculls champion, to one of the biggest challenges of the 34-year-old rower's career here in Switzerland this week.

Over the weekend, Haining will try to achieve Olympic qualification as a heavyweight as he takes on contenders from 11 other nations for two remaining Atlanta places.

When he won his third lightweight title last summer, Haining weighed in at 70.5kg (about 155 lb). Before his outing yesterday, he scaled 77.8kg, but he will still be about 15kg lighter than most of his opponents on the Rotsee.

Much of the credit for the fact that Haining is in the frame — and, indeed, that he

has his three world titles — lies at the door of Forbes-Thomas, who has already steered Guin Batten to Atlanta qualification in the women's singles.

In 1983, Haining left his Loch Lomond club and presented himself at London Rowing Club, announcing that he wanted to win championship medals. "We grinned," Forbes-Thomas said. But Haining went on to win 42 qualifying races to gain a place in the 1985 British lightweight eight that finished ninth in the world championships, before leaving London — and Forbes-Thomas — for the green strip of Nottingham County.

Two silver medals and one bronze medal followed in British fours and eights, but Haining's ebullient individualism did not always endear

him to his coaches and, in 1990, he switched to sculling. He was out of the medal frame in 1991 and 1992.

Three years ago, he returned to London to search for a coach. After being beaten by Forbes-Thomas in a friendly race, Haining asked for advice and, since then, Forbes-Thomas has given it — free. A more controlled Haining has since won those three gold medals and been appointed MBE.

Forbes-Thomas said yesterday: "He has that bit of madness and genius which can make people difficult, but such people can be the best."

He does not see qualification as a pipedream. "His biggest enemy is himself. He has done no sub-standard training times. He just must not do anything silly on the day."

NICOLAI BO LARSEN, an unheralded Dane, gained a resounding win in the seventh stage of the Giro d'Italia yesterday. He and Laurent Roux, of France, finished the 236-kilometre stage from Lausanne to Biella more than 10 minutes clear of Sergio Barbero, of Italy, and a further half-minute ahead of the pack, which contained the race leader, Pavel Tonkov, of Russia.

Larsen and Roux led for all but the first eight kilometres and held a 26-minute advantage at one time as Tonkov and his rivals enjoyed a day's pause in their battle for the race leader's pink jersey.

In the closing kilometres, Larsen angered the Frenchman by refusing to share the pacemaking before he took the lead on the home stretch, staying in front by zig-zagging

CYCLING

Beaten Roux reduced to tears

By OUR SPORTS STAFF

across the road as Roux tried to pass. Larsen's sprint proved too strong for his rival, who broke down in tears after crossing the line.

"Roux was upset at the finish and I would have been if I had finished second after leading for so long," Larsen, who finished sixth in last year's world amateur road race championship in Colombia, said.

"It was a shame that one of us had to lose, but that's the way of this game," he added. "He told me that he was not a good sprinter, but I was not so sure that he was being honest, so I took no chances."

Larsen's Amore and Vita team were last-minute additions to the Giro, but their Swedish rider, Glenn Magnusson, has also notched a stage win. They also have the

Italian rider, Michele Laddomada, in the top 20 of the overall standings.

Today's stage, over 216 kilometres between Meda and Vicoenza, is over flatlands and will be the last chance for the sprinters to shine before Tonkov's lead of 20sec comes under attack in Thursday's time-trial and two mountain stages.

□ Graeme Obree believes his world record time for the 4,000 metres pursuit of 4min 20.84sec, which was set in Norway in 1993, will be in more danger at the world championships in Manchester at the end of August than the forthcoming Olympic Games in Atlanta, where the outdoor track is a temporary structure.

Results, page 49

BOXING

Lewis sets sights on WBC title

LENNOX LEWIS'S next bout looks almost certain to be for the vacant World Boxing Council (WBC) heavyweight championship in September against Oliver McCall (Srikumar Sen writes). The Briton had been expected to meet Riddick Bowe, but, after three days of talks, Rock Newman, Bowe's manager, could not agree terms with Panos Eliades. Lewis's negotiator.

Eliades said yesterday: "Newman was over here at the weekend, but was not interested in sharing the purse of \$20 million (about £13 million) equally and so it was decided to call off the talks."

"Newman is under pressure from HBO, the leading American cable television company, to think again, but I don't think he will change his mind, so it's going to be Oliver McCall in September."

Mike Tyson is expected to give up the WBC title in July under a contract agreed recently in New York, but Eliades is hoping that Tyson will change his mind and defend against Lewis. Tyson's lawyers, however, have said they are about to sign to meet Evander Holyfield, the bout to take place after Tyson's contest with Bruce Seldon, the World Boxing Association champion, in Las Vegas on July 13.

هكذا من الأصل

Space invaders and the lore of the jungle

Social psychology used to be a specialist subject. I remember when Jonathan Miller mentioned Erving Goffman's role theory — and it seemed impossibly swanky. But nowadays everybody is interested in group behaviour, and if I discount Dennis Potter for a minute, I can say that more people have mentioned Channel 4's *Human Jungle* to me in the past week than any other programme. *Human Jungle* is a half-hour series about the effect of cities on human behaviour; it shows aerial shots of crowds negotiating train stations, milling like ants without colliding. Normally I have a lot of respect for the inbred brilliance of Nature's swarms, flocks and exaltations ("See They never bump into one another"), but I'm beginning to lose it. It turns out that anybody can do that.

that it illustrates every proposition. For example, I would certainly take somebody's word for it that a jacket left on a bar stool in a restaurant would be regarded as a sacrosanct — that other diners would avoid touching it, and would leave the seat free. But with *Human Jungle*, you don't have to be so trusting. An experiment in a New York deli is set up and filmed, and then speeded up. And sure enough, the place fills and empties, time and again, but nobody moves the coat. Bustle, bustle, arrive, depart, eat, drink, arrive, depart, bustle, bustle — and the coat just sits there. People feel unsafe invading body space, you see, and that's what the jacket represents.

As a deeply neurotic person myself, I am relieved to learn that most social behaviour is based on fear, and that safety in numbers is a myth. We choose to sit alone on a bus because we feel safer that way. In a lift, we feel comfortable in a

crowd of six (the right number for the space), but start gnawing our knuckles when four people suddenly get out. In a good sequence last night, a man negotiated a crowded pub with a pint in each hand, and was obliged to barge through other people's body space. "Sorry, sorry, sorry," he said, sidling, ducking, smiling, trying to make himself invisible. "Sorry, sorry, excuse me," he continued. When he finally reached his seat, there wasn't somebody else's jacket on it, but I assume that if there had been, he'd have turned around and gone all the way back again.

Well, it's a long time since security was a warm puppy, that's for sure. In *False Economy* on Channel 4 (the first of three), Will Hutton rehearsed the arguments from his book *The State We're In* to illustrate how the bottom 60 per cent of British people are bearing

the brunt of the Thatcherite free-market experiment by absorbing all the risk. Such high levels of part-time work, wage cuts, job insecurity and self-employment don't even make sense economically, Hutton claims. But what he really means is, piling everything on these already struggling people just isn't fair.

If anybody thinks writers sit at their keyboards churning air all day, Hutton gave the lie to that. He was shown arriving for the *Today* programme, lecturing to businessmen, arguing with the Institute of Directors, and never writing anything at all. In order to inject visual interest during these sermons, the picture sometimes changed to black and white and the camera jumped around the room like a happy flea. But we got the message all right: here was a man with a mission to explain, who knew the truth, who brought it into the world, and who rarely left off talking except to wave a finger or bury his head in his hands.

The guru of insecurity is bereft of doubt, clearly. But he evidently cares very much about the shocking realities. The average savings per family in this country are £450, he said. "That's all that stands between them and penury." Watching *False Economy*, I kept thinking of Katherine Mansfield's story "The Fly", in which a man drops ink on a hapless fly to watch it struggle and clean itself. Every time it is ready to fly, he drops some more ink. But he does it once too often, and finally the creature buckles and expires. There is a limit to what it can take.

Based on a superficial inspection of Charleston, South Carolina, it has shops, schools, libraries, picket fences and safe, nice old-time things like that. Oh, and it will have no crime, prostitution or road rage or anything, obviously. Guns were not mentioned. In Celebration, Disney will ensure that insecurity is a dirty word, and happiness comes out of the taps.

Ben Woolley told the story. He is an expert on virtual reality, so he probably felt more comfy in this terrifyingly two-dimensional place than many of us would. Safety was the primary issue again: apparently American citizens have more faith in Walt Disney than in any government to keep them safe. I sat with jaws agape as the story unfolded under the bright blue Florida skies. Walt Disney as social scientist, of course. It's an idea that travels so far beyond the reach of irony that I won't even attempt to follow it.

REVIEW



Lynne Truss

the brunt of the Thatcherite free-market experiment by absorbing all the risk. Such high levels of part-time work, wage cuts, job insecurity and self-employment don't even make sense economically, Hutton claims. But what he really means is, piling everything on these already struggling people just isn't fair.

If anybody thinks writers sit at their keyboards churning air all

BBC1

6.00am Breakfast (84872)
7.00 BBC Breakfast News (Ceelex) (15143)
9.00 Breakfast News Extra (Ceelex) (2511292)
9.20 Morning Surgery (s) (1385124)
9.30 **FILM: The League of Gentlemen** (1960) with Jack Hawkins, Nigel Patrick, Richard Attenborough, Bryan Forbes. Well-crafted crime caper. Directed by Basil Dearden (6807785)
11.50 Consuming Passions (s) (5141018)
12.00 News (Ceelex) (745834)
12.05pm Get Your Words (s) (558853)
12.35 Going for Gold (s) (4246230)
1.00 News (Ceelex) (18230)
1.30 Regional News and weather (7208092)
1.40 Neighbours (Ceelex) (s) (3515438)
2.00 Snowy River — the McGregor Saga (s) (62211)
3.30 Playdays (s) (1322306) 3.50 The Silver Brumby (s) (1326124) 4.15 Funnies (s) (s) (4045124) 4.20 Jonny Briggs (s) (Ceelex) (5162059) 4.35 Rugs (s) (Ceelex) (s) (5311211) 5.00 News (Ceelex) (s) (5315438) 5.10 Blue Peter (Ceelex) (s) (1212934)
5.35 Neighbours (s) (Ceelex) (s) (983308)
6.00 News (Ceelex) and weather (706)
6.30 Regional News magazine (178)
7.00 Small Talk. Ronnie Corbett hosts the show in which grown-ups must guess nine children (Ceelex) (s) (7921)
7.30 Mastermind. Magnus Magnusson cuts four more contestants in the spotlight to answer questions on the English Civil War, Walt Disney, Richard Wagner and the National Trust property of Pooleston Lacey (230)
8.00 Casualty. A violent fight at an ice-hockey match leads to family recriminations; a mysterious illness causes concern for Ben and Eddie (s) (Ceelex) (s) (640327)
8.50 Points of View (Ceelex) (355105)
9.00 News (Ceelex) regional news and weather (6414)
9.30 Bad Boys. Comedy-drama series about the adventures of a cocky wide-boy stranded in gangland Glasgow. A psychopath is trying to kill Fraser, until Wayne comes up with the bright idea that Fraser would be better off dead. With Karl Howman, Freddie Boardley, Alex Norton and Aline Mowat (417143)
10.20 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie — against All Odds 10.50 **FILM: Airplane!** (1980) with Robert Hays, Leslie Nielsen, Lloyd Haggerly, Robert Stack, Lloyd Bridges and Karen Abdul-Jabbar. Very funny parody of every disaster movie from Airport to Towering Inferno. Directed by Jim Abrahams, David Zucker and Jerry Zucker (Ceelex) (507582) N.I. 10.30 Gillespie

England coach mounts vigorous defence of Euro 96 squad's behaviour

Venables puts critics to flight

THE insults have been hurled, the pictures published, the fingers pointed and, through it all, Terry Venables has kept his counsel. Yesterday, though, the England football coach abandoned his game of rope-a-dope and called a halt to the ducking and weaving. Rather than throwing in the towel, he came out fighting, hurling metaphorical punches in every direction.

Venables, whose trademark is unswerving loyalty to his players, dismissed accusations that the England squad's assumption of "collective responsibility" for damage done to their Cathay Pacific plane on the way home from the tour of China and Hong Kong was little else than a whitewash. More than that, he claimed that they had hardly anything to be collectively responsible for.

"It has gone incredibly out of proportion," he said. "There was very little problem in the upstairs section of the plane, but it has been made to sound like there was a party. Actually, they were playing cards all night. I even heard a knife had been used to damage the televisions, but the one I had wouldn't even cut the chicken so I cannot imagine it would have done too much damage to the video."

Venables was facing the media for the first time since the storm broke over the players' behaviour, both in Hong Kong and on the plane home, last week. His players took part in their first open training session at Bisham Abbey and appeared relaxed.

OLIVER HOLT



With the England football team

despite the barrage of criticism that has been directed at them, Paul Gascoigne's face was red, but that was more a result of his exertions in the noonday sun than any lingering sense of embarrassment.

The rest were giving it everything, too. Still, wandering on to the side of the pitch to see them training felt a bit like opening the door to the detention room where all the naughty boys are sitting.

Only David Platt, confirmed by Venables yesterday as the England captain against Switzerland when the European championship begins at Wembley on Saturday, and Gareth Southgate—probably the squad's most mature and diplomatic players—were allowed into the lion's den of the post-training press conference.

Both played with admirably straight bats, Platt in particular emphasising that they had not wanted to offer up any "sacrificial lambs" to take the blame for any incidents that may have occurred. Neither would go in to any details about what had happened. "It is over," Platt said. "It's finished. There was a good spirit here before and there is still a good spirit."

Venables, though, was far from conciliatory. He said that he was disgusted that he had not been telephoned by any newspapers on the night the news of the behaviour on the plane broke so that he could give his side of the story. Predictably, he said the 22



Venables, flanked by Southgate, left, and Platt, launch a smile offensive as they meet the media at Bisham Abbey yesterday

members of the squad had been brought closer together in adversity.

"They are very, very angry about lots of things," Venables said. "We are in a high-profile situation and we have to accept criticism, but not what has gone on in the last week, calling them spineless and things like that. These guys will be at the sharp end over the next few weeks, turned into heroes or villains by what they do out there. They are not just writing about it."

"It has been vastly exaggerated. The public have seen such a lopsided view from

people who think they know everything, and I feel I should say something on behalf of the players, that's all."

Their behaviour in the nightclub in Hong Kong is a separate issue, I said they could have a night out. They were in on time and they had a few drinks. All right, the pictures didn't look attractive, but they did not affect anyone's privacy. No one's property was touched. They let their hair down. I have got no problem with that. All this is something that we did not want, but what it has done is make them more determined.

There is an extra edge in them now."

Venables refused to go in to any greater detail about what had happened on the upper deck of the flight, other than to express his dismay that the

Simon Barnes 48
Donis ponders move 48

British media had been so ready to accept the airline's version of events, and to pour scorn on their estimation that £5,000 worth of damage had been done. Rumours at

Bisham Abbey yesterday suggested that the problem may have occurred when a small group of players leapt on a sleeping Gascoigne with the intention of shaving off his eyebrows.

Venables, though, just trotted out the mantra that "the matter has been dealt with internally", which seemed counter-productive.

If the incident really was as small as he says it was, then why prolong the mystery? If Cathay Pacific have indeed overreacted or attempted to mislead, then why let them off the hook and pass up the

chance of absolving his players? Still, Venables managed to retain his good humour throughout each exchange, joking that some of the players felt unlucky about the squad numbers they had been allocated, "particularly those who haven't got something between one and 11".

Finally, when the subject of the antics on the plane had been exhausted, somebody tried to ask a question about England's opponents on Saturday, and Venables feigned an expression of mock horror. "It's not about football, is it?" he said.

Kicking
incident
is played
down by
Scotland

By OUR SPORTS STAFF

SCOTLAND rugby union officials yesterday played down a flare-up during training on their New Zealand tour that ended with Damian Cronin kicking his team-mate, Graham Ellis, on the ground.

The aggressive session before the clash on Wednesday with Wales, the provincial side that finished equal fifth in the first division of the provincial championship, slipped out of control as Cronin, the lock, became involved in a fracas with Peter Wright and Ellis. Cronin was seen to kick Ellis as the Currie hooker lay on the ground, but the Scottish management team were quick to play down the incident.

Richie Dixon, the coach, said: "We would never condone what took place, but it was just a case of players losing their place a little bit. I have already spoken to players involved about what is acceptable and unacceptable." It is

Wales regroup 49

understood that Cronin was quick to apologise.

Jim Telfer, the team manager, dismissed the incident as negligible. "I've seen aggression in training before, admittedly in private practices," Telfer said. "We would be remiss if we didn't practise full contact and replicate the match situations."

The bust-up came just hours after Scottish players were warned to improve their discipline after an 11 per cent increase in the number of dismissals last season. There were 169 sendings-off in the 1995-96 campaign compared with 152 the previous year and the Scottish Rugby Union (SRU) is to issue clubs with guidance on disciplinary procedures.

The SRU has warned that its disciplinary panel will continue to deal severely with all cases of bad behaviour—particularly those players sent off for verbal abuse of the referee.

Tenacious Sampras battles back

FROM DAVID MILLER
IN PARIS

ALMOST by definition, great champions are great competitors. Pete Sampras unquestionably is both. His dogged pursuit of that elusive French Open tennis title is becoming increasingly heroic.

Beneath a baking sun, in temperatures approaching 30°C, he came from two sets down yesterday to outstay his rugged American compatriot, Jim Courier, the champion of 1991 and 1992. Seldom, if ever, will Sampras, the top seed this year, have a better chance to complete the quarter of championships. His semi-final opponent is Yevgeny Kafelnikov, of Russia, the No 6 seed, who will carry all

too-vivid memories of being consumed by Sampras in the fourth rubber of the Davis Cup final in Moscow last December.

Sampras's victory, by 6-7, 4-6, 6-4, 6-4, was his third five-set marathon of this fortnight, after those against Sergi Bruguera and Todd Martin. Someone likened yesterday's 3½-hour trial of strength to a boxing match. Courier kept knocking him down, only to see him, again and again, beat the count. Courier served 29 aces to Sampras's 28.

It is an experience Courier has endured too frequently for comfort. He must long, one day, to awake and learn that Sampras has retired. Courier has won only three of his 18 meetings, the last time in four

sets at Roland Garros in 1994. "I have to keep playing him if I'm going to beat him," Courier said resignedly.

In any memorable match, there are a hundred seeming turning points, the tide switching each way within moments. Yesterday, there was, in particular, a crucial situation at 4-3 to Courier in the fourth set, with Sampras serving. Courier had two break points at 40-15. Sampras served an ace 40-30. His next first serve was a fault and a string broke. He changed his racket and produced an ace on his second service, right on the corner line. He could breathe again.

"I just felt I wasn't going to give it to him," Sampras said of his feelings at the point of exhaustion in that fourth

set. "It was just adrenalin," he said. "My legs were heavy, the earlier matches had taken their toll."

In Australia, 18 months ago, Sampras had recovered from two sets behind against Courier, breaking down in tears in mid-match on account of the terminal illness of Tim Gullikson, his coach and friend, who has since died. Sampras was fearful again yesterday as he slumped at the finish in his chair when Courier came and put a hand on his shoulder, whispering congratulations in his ear. "It looks like you've got him by the neck," Courier reflected, "but I know he's going to keep going—he's got a great heart."

Scales bows out, page 50

Riders pick squad for pursuit of gold

Peter Bryan explains cycling's unusual
method of selection for the Olympics

Olympic team selection was given a new slant yesterday when it was revealed that the cyclists themselves decided who should represent Britain in the 4,000 metres team pursuit at Atlanta next month.

The British Cycling Federation has been working closely with John Syer, a sports psychologist, over a number of years and riders have been invited to speak their mind in front of their colleagues. Now they have had a say in the decision-making process.

The idea of giving riders a voice is supported by the national coach, Doug Dailey, a former national road-race champion, who believes strongly that for team competitions it is vital to know who is considered a "rider's rider".

Dailey held a meeting with the six short-listed riders after the national track championships last week and asked

them to write down the four-some that they considered would give Britain the best chance of another medal in an event that produced one gold, one silver and eight bronze medals between 1908 and 1976.

"There was no dispute," he said. "The answers were unanimous for the four riders named. We also had a discussion on the starting order, a key factor in pursuing. The meeting was over in half an hour and the result is that we now have a strong team who have faith in each other."

"This is the first time we have used the technique of complex rider-involvement for Olympic selection and it follows a similar approach in the past for other major

international team events. After all, the riders are closer to the situation than even the coach."

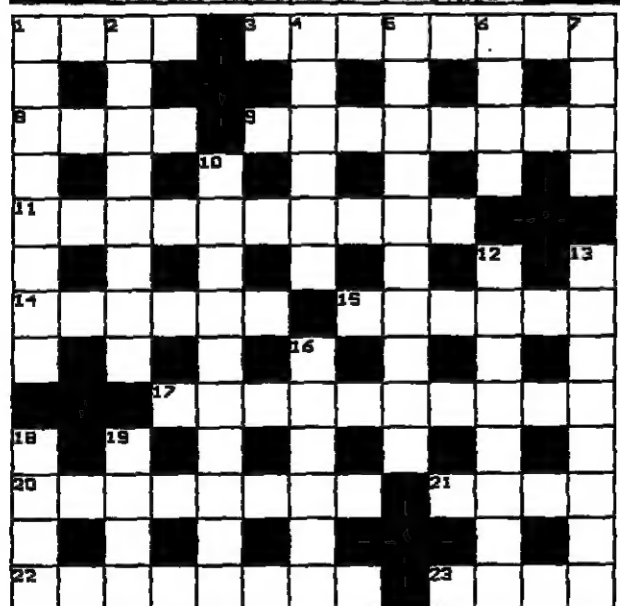
The selected quartet, who are training at the national cycling centre in Manchester until June 14, are Rob Hayles, Matthew Illingworth, Chris Newton and Bryan Steel. Hayles is the only newcomer to Britain's team, which qualified eighth in the world championships last year, only to go out in the quarter-finals to Australia, the eventual champions.

He has had success on both the road and track this season, first winning the national ten-mile time-trial title followed by the British madison championship (partnered by Russell Williams). He took

silver in the individual pursuit, won by Graeme Obree, and another silver medal in last Sunday's 25-mile time-trial championship, again won by Obree.

The other Olympic track selection made yesterday was that of Shaun Wallace, from Chardlers Ford, in Hampshire, whose racing base is in Philadelphia. He retained his British one-kilometre track title recently and will ride in that event in Atlanta. He is also a reserve for the pursuit squad. Wallace is a former holder of the world one-kilometre record, which he set at Colorado Springs in 1985.

Obree and Yvonne McGregor were pre-selected for the individual pursuit two months ago and complete the track line-up. Final selections for the men's and women's road races will be made after the national championships on June 23.

TIMES TWO
CROSSWORD

No 800

ACROSS

- 1 Slack skin (on the over-weight) (4)
- 3 IAC Italian lyric poet (8)
- 8 Active (for one's age) (4)
- 9 Oppressed (8)
- 11 Amorous missive (4,6)
- 14 Violently anger (6)
- 15 Harrowing test (6)
- 17 Place of worship; Exodus sanctuary (10)
- 20 Not spelled out (8)
- 21 Terrible car (4)
- 22 Not concur (8)
- 23 Tactical manoeuvre (4)

SOLUTION TO NO 799

- ACROSS: 6 Wallace 7 Avail 9 Steak 10 Lagging 11 Come what may 14 Orientation 17 Skinful 19 Tower 21 Louse 22 Bushman

DOWN

- 1 Blue 2 Marksman 3 Fellow 4 Tang 5 Talisman
- 6 Wise 8 Leg-bye 11 Critique 12 Acid test 13 Consul 15 Ad-libs 16 Grin 18 Flex 20 Wimp

SOLUTION TO TIMES TWO CROSSWORD 795

In association with BRITISH MIDLAND

- ACROSS: 1 Debility 5 Show 8 Doggy bag 9 Kilo 11 Clear 12 Meaning 13 Depart 15 Mellow 18 Risible 19 Heavy 21 Gait 22 Headline 23 Duet 24 Lady Luck

DOWN

- 1 Deduced 2 Bugle 3 Lay store by 4 Trauma 6 Trivial 7 Wrong 10 Name the day 14 Passive 16 Wryneck 17 Peseta 18 Rigid 20 Adieu

1st PRIZE of a return ticket travelling economy class to anywhere on BRITISH MIDLAND's domestic or international network is S. Grieve, Banbury, Oxon.

2nd PRIZE of a return ticket to anywhere on BRITISH MIDLAND'S domestic network is J O'Neill, Burton Joyce, Nottingham.

All flights subject to availability.

UNSECURED PERSONAL LOANS

At only **13.8% APR**
look at what our lowest rate
ever* could do for you.

Loan Amount	APR	Monthly Repayment
£1,000	13.8%	£13.84
£2,000	13.8%	£27.68
£3,000	13.8%	£41.52
£4,000	13.8%	£55.36
£5,000	13.8%	£69.20
£6,000	13.8%	£83.04
£7,000	13.8%	£96.88
£8,000	13.8%	£110.72
£9,000	13.8%	£124.56
£10,000	13.8%	£138.40

You can take out an unsecured Personal Loan for any reason* with Hamilton Direct Bank, a division of HFC Bank plc and take advantage of our attractive fixed rates:

13.8% APR
on unsecured Personal Loans from £5,000 to £10,000.

15.9% APR
on unsecured Personal Loans from £500 to £4,999.

*Rates are correct as at 16/05/96. HAMILTON Direct Bank, a division of HFC Bank plc. We have the money to hand.

TO APPLY CALL FREE ON **0800 30 3000**

Quoting ref 91430/100

Hamilton Direct Bank can be found on Web site <http://www.hamilton-direct.co.uk>. **For generally available Personal Loans, 11 years for business or investment purposes are excluded. *Typical example: If you borrow £4,000 over 48 months at 15.9% APR the monthly repayment is £111.04 and the total amount payable is £5,330.04. The offer is not available to residents of the Isle of Man. A written quotation of our credit terms is available on request. All loans are subject to status. You must be aged 24 years or over and in receipt of a regular income. The maximum loan is £100. For your security and to improve our service to you, we may record an amount held in a separate account with Hamilton Direct Bank, a division of HFC Bank plc, as collateral for the loan. The offer is not available to residents of the Isle of Man. North Street, Walsfield, Walsingham, Norfolk NR24 4TD. Registered in England No. 117739.

مكذبا من الأصل